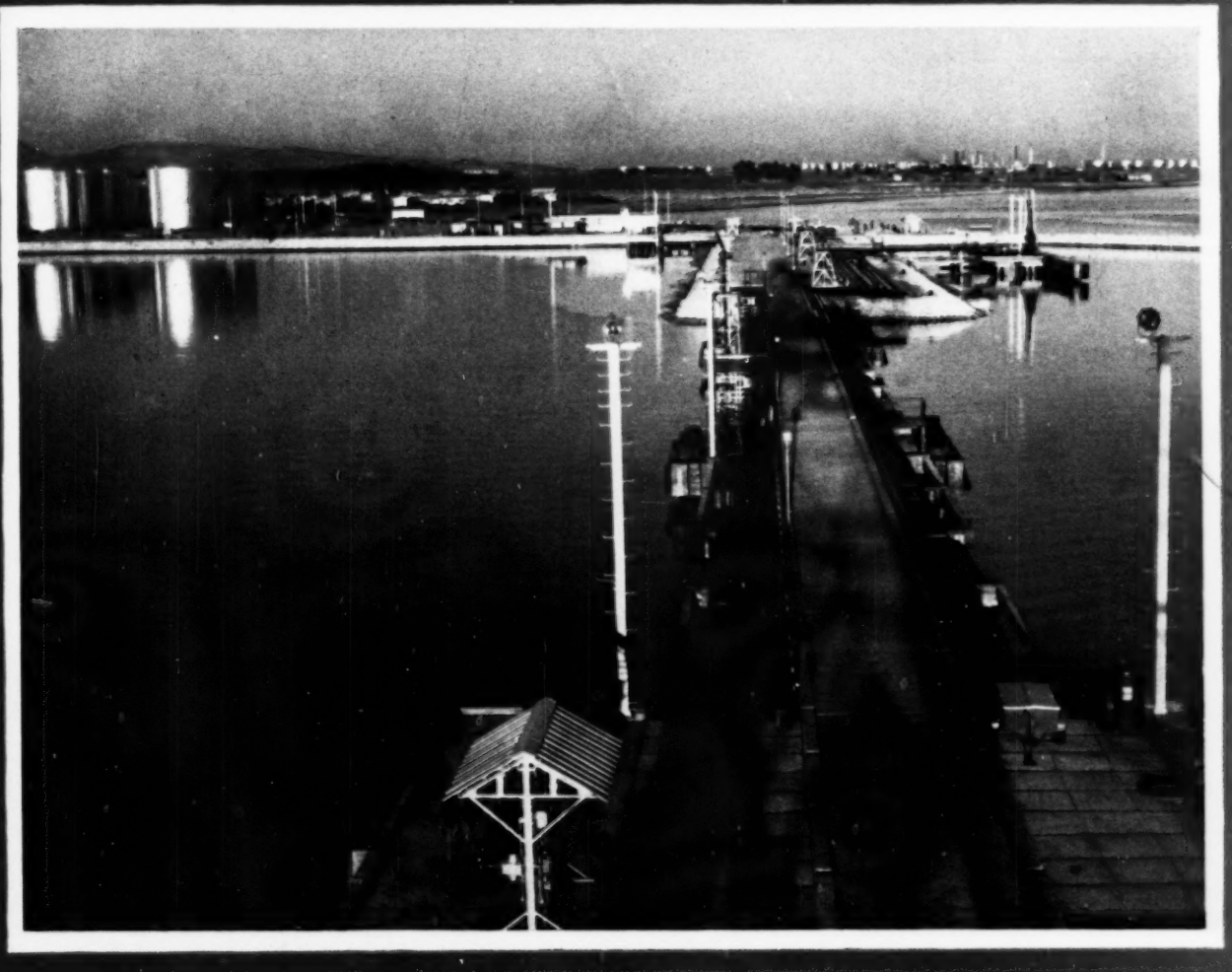
Board of Trade Journal

Volume 184, No. 3457 21 June 1963



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Exporting to Turkey

A Report by the Commercial Department, British Embassy, Ankara

IN 1963, THE UNITED KINGDOM has so far been exporting to Turkey at an annual rate of £28m. a year. This is 37 per cent more than in 1962, when our exports were worth £20.5m. f.o.b. The figures for 1961, 1960 and 1959 were £23.2m., £16.8m. and £15.7m. respectively. This is not bad for a market which has been regarded by some as insecure and riddled with inflation and debts, if not actually bankrupt. The fact that Turkey has been paying its debts punctiliously for the past five years, has balanced its budget and kept prices stable during that period, and has built up about £35 million worth of gold and foreign exchange reserves, is not always realised.

Our exports to Turkey so far this year have taken 13·1 per cent of the market, which gives us third place after the United States with 20.5 per cent and Western Germany with 18.4 per cent. The United States get a flying start with their aid programme, and their exports include $50m. a year worth of agricultural surplus, mainly wheat. Western Germany, however, is exporting the same classes of goods to Turkey as we are, and under the same trading conditions, and there is no reason why we should not increase our exports still more if we make the effort.

Turkey's Imports

What are the main classes of Turkey's imports? The following table shows what they were in 1962, and the United Kingdom share of them.

Total Imports	**£222.2 million**	**U.K. Share: £20.5 million**
Machinery	£49.8 million	£3.5 million
Transportation equipment and parts	£34.3 million	£9.3 million
Petroleum products	£27.6 million	£228,000
Iron and steel, and manufactures thereof	£17.1 million	£529,000
Textile raw materials, textiles and yarns	£12.7 million	No figure available
Pharmaceuticals, chemicals and paints	£11.9 million	£1.5 million

The AID dollar allocations, which promote the import of certain classes of machinery from America, are a handicap for British manufacturers. Reduced import quotas have brought an overall reduction in the imports of excavators and earth-moving equipment, but this is a field where more effort on the part of United Kingdom manufacturers would almost certainly produce favourable results. It should also be possible for us to extend our exports of internal combustion engines, within the limitations of the quotas, as well as electrical generating sets and pumps powered by diesel engines.

The commercial import of passenger cars has been prohibited for several years so that the market is limited to commercial vehicles and tractors. Here the United Kingdom has outstripped its competitors and, now that the Turkish Government are favouring assembly rather than import of complete vehicles and tractors, a number of British manufacturers are undertaking an increasing amount of local assembly.

With the coming-on stream of all three Turkish petroleum refineries, imports of petroleum products are now almost entirely restricted to crude oil and lubricants, and our sales of these products are hampered by the fact that importers must first import against AID funds before being authorised to import a similar value from the non AID area. Ground was lost to Continental suppliers of iron and steel products in 1962, largely because of higher prices.

The new steelworks at Eregli are expected to come into production by 1965 and imports of rolled products will then diminish; the output of the existing steelworks at Karabuk is in the process of being doubled, and in the long run this is a field where local supplies will gradually bring about heavy reductions in overall imports. The imports of textile raw materials, textiles and yarns consist mainly of raw wool from Australia and of synthetic yarns from Western Europe especially Italy.

In pharmaceuticals we have been less enterprising than the Americans, Swiss and others who have set up packaging plants in Turkey working on a royalty basis. The current trend of Turkish

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Front Cover Photograph

A section of the $56 m. ATAS refinery at Mersin installed jointly by the British Petroleum Company Ltd., Shell International Petroleum Company, Ltd., and Socony Mobil Oil Company Inc.

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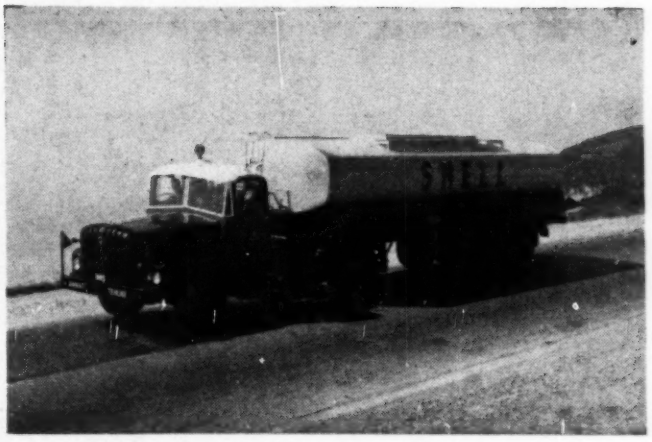
Exporting to Turkey (*Continued*)

government policy, however, is to make these plants less profitable than they used to be. In certain classes of chemicals the Americans have an artificial advantage over us thanks to the AID dollar allocations.

Five-Year Development Plan

In November 1962, the Turkish National Assembly approved the adoption of the first Five-Year Development Plan, which came into force on January 1, 1963. The Plan provides for the investment by public and private concerns of about £2,350m. in all sectors of the economy, the main emphasis being on irrigation and agricultural machinery, manufacturing industry, roads and harbours, housing and education.

The Plan is being implemented in five annual Programmes: the first of these, the 1963 Programme, was published in February 1963, and a summary of the projects to be undertaken in 1963 was given on pages 1084 to 1087 of the May 10 edition of this Journal. The Five-Year Plan offers scope for considerable foreign capital investment in Turkey and our May 10 article specifies the various fields in which the Turkish Government wishes to encourage this. According to figures published by the Turkish Union of Chambers of Commerce and Industry, the total value of investments made under the Foreign Capital Investment Law between January, 1951 and the end of May, 1962, amounted to £11.8m.; of this sum only £572,000 represented British investment. The field in which the most investment was made was pharmaceuticals and chemicals, followed by margarine, cooking fats and foodstuffs, and then by electrical and radio equipment. Since the end of May, 1962, and especially since the beginning of 1963, many proposals for further foreign capital investment have been made to the Turkish Government. In the first five months of 1963 nineteen applications were received by the Foreign Investment Encouragement Committee and are awaiting the decision of the Council of Ministers. They involve the import of foreign capital totalling the equivalent of £31m., and include four United Kingdom projects involving the import of £1,280,000. These figures show the great increase in the interest of foreign investors in Turkey.



One of the AEC trucks recently supplied to Turkey for the carriage of petroleum products.

The British contribution to international aid for Turkey

The cost of the Plan will be met mainly by Turkey herself, but she will require substantial external assistance, and to this end a consortium for aid to Turkey, of which the United Kingdom is a founder member, was set up under the auspices of the OECD in July, 1962. It was announced in London on May 1, 1963, that the United Kingdom's contribution for 1963 would be a loan to Turkey of £2,857,000. This loan, made under Section 3 of the Export Guarantees Act, 1949, will be available to finance the pur-

(*Continued on page* 1377)

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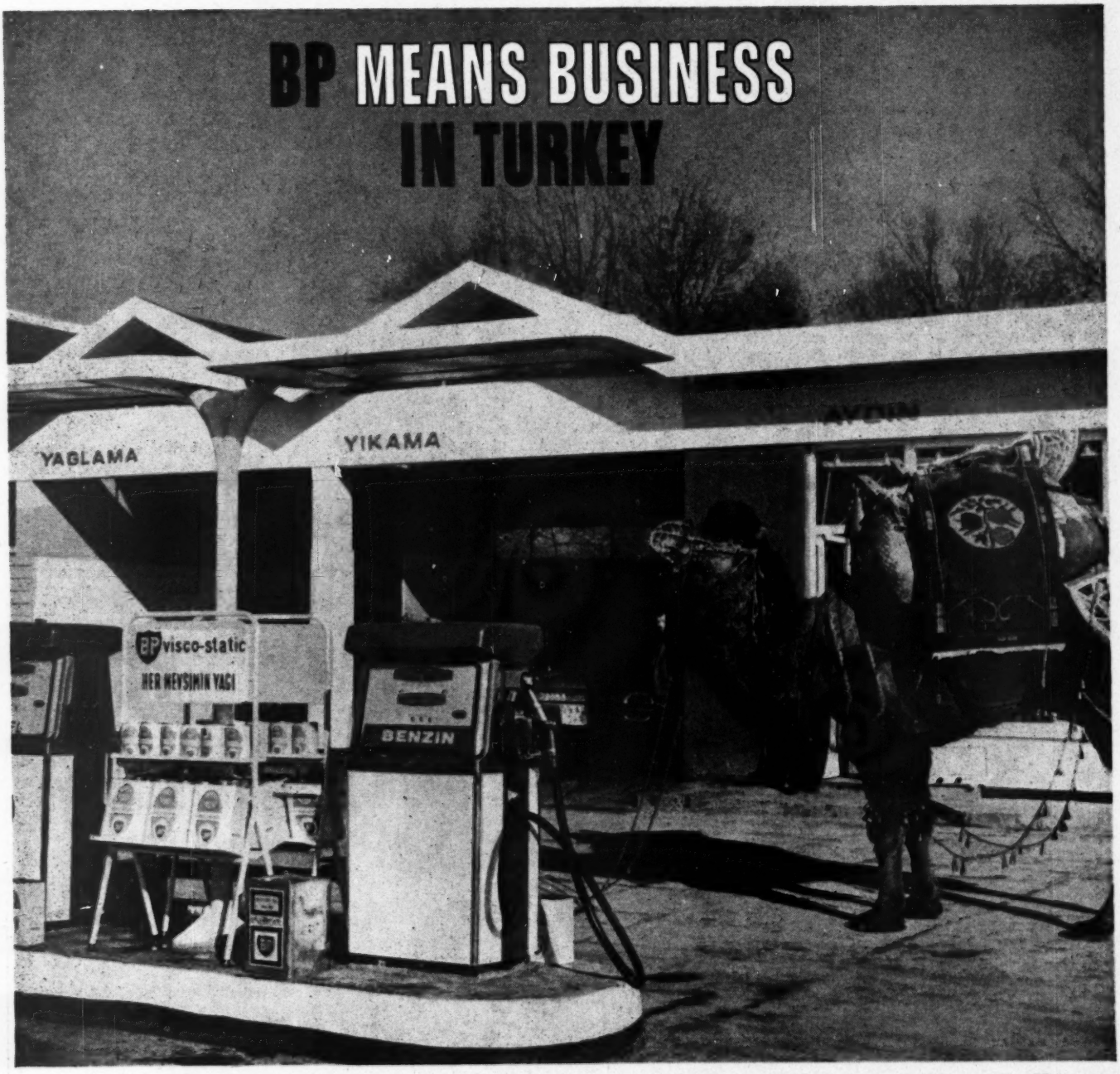

Ancient and Modern: a champion dressed for the centuries-old camel contests, pauses on a new BP forecourt

How does BP take care of the tourist in Turkey? And what has made BP now Britain's biggest single investor here?

Turkey for the tourist. As a new road network fingers further into the remote corners of Turkey, BP is marching a good few steps ahead. BP has, for instance, assisted in the spread of the chain of Tusan Motels—with key BP Service Stations alongside. The tourist in Turkey has never had it so comfortable. And there is always another BP service station—350 of them in all.

Information please. And BP has imported another idea for Turkey's increasing numbers of tourists. The concept of BP's successful Tourist Information Centres has arrived. In Istanbul now find an oasis of calm, capable advice—a new BP Information Office where a trained English-speaking guide is overflowing with 'inside' information for the traveller.

Firming a friendship. Britain's biggest single interest in Turkey is represented by BP—a £10 million investment. The great Mersin refinery is an example, built by an international consortium that includes, for Britain, BP. Four separate ocean installations are operated by BP. In Turkey—as all over the world—BP means service, and BP means business!

BP IS THE KEY - IN TURKEY TOO

Exporting to Turkey (*Continued*)

CRANES AT TRABZON

Cranes installed at Trabzon by Stothert and Pitt Ltd., of Bath.

chase of a wide range of capital and semi-capital goods from the United Kingdom and will be repaid between April 1970 and April 1988. It is for the Turkish Government in the first instance to select the particular goods on which the money is to be spent, but their selection must be approved by Her Majesty's Government in London.

Import restrictions

It will be evident from the information given above on Turkey's imports that these are limited to essential goods. The position is that because of Turkey's shortage of foreign exchange, no provision can be made for the import of luxury or semi-luxury goods or of goods which are produced in adequate qualities and quantities by Turkish industry. Imports are regulated by global quota and liberalization lists which are published every six months, at the beginning of January and July: the latest lists were issued on January 4, 1963 and were published in the January 25 and February 1 editions of this Journal. The global quotas cover both State and private imports and are divided as between individual items in accordance with the customs tariff classifications.

They cover a wide variety of essential goods, including paints and colours, plastic raw materials, pit props, various types of glass, iron and steel manufactures, pumps, and machinery and plant etc. required by State enterprises. The imports appearing in the liberalization lists represents over 60 per cent of all imports into Turkey, and comprise mainly a wide range of industrial and pharmaceutical chemicals, various types of iron and steel sheets etc., natural and synthetic rubber, artificial and synthetic yarns, virtually all kinds of spare parts and accessories for motor vehicles, industrial machinery

(*Continued on next page*)

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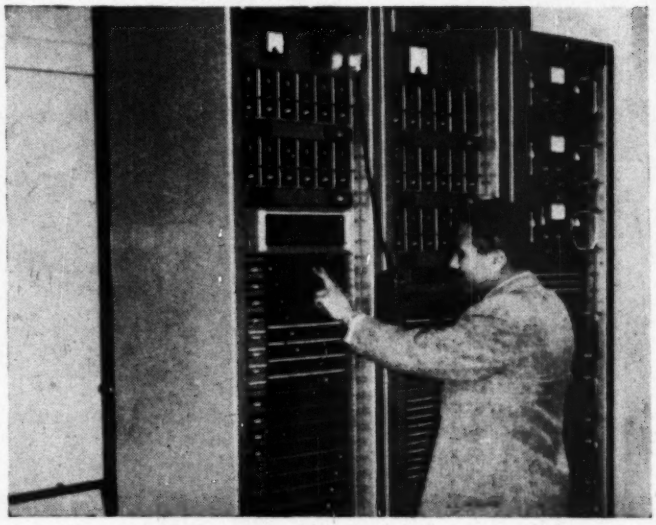
Exporting to Turkey (*Continued*)



Main control room equipment supplied to Radio Ankara by Marconi's Wireless Telegraph Co. Ltd., Chelmsford. The firm has supplied approximately £500,000 worth of equipment and services to Radio Ankara during the past five years.

etc., and various types of agricultural machinery and equipment. Full details of these import regulations are obtainable from the Export Services Branch of the Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4.

Marketing methods

How does a British firm set about selling to the Turkish market? It is generally recognized that the most effective means of introducing and developing the sale of a firm's products on the Turkish market is by securing the services of a reliable and qualified local representative working on a commission basis, or in the case of such goods as motor vehicles, electrical equipment etc., working as a distributor, save in those cases where a firm's interests are large enough to warrant the opening of an office in the country. The great bulk of British export trade with Turkey is done through the intermediary of local agents who keep their principals informed of local market conditions. Careful enquiries regarding the standing and possibly conflicting interest of any prospective agent should be made before an agreement is signed.

Istanbul, and to a lesser extent Izmir, are the chief markets for routine imports, while Ankara is the centre for most Government business. Sole agents/distributors should be appointed, either for the whole country or for specifically designated areas or types of business. In cases where a large volume of business is expected to be transacted with Government Departments or State Enterprises in Ankara it is essential either to appoint an Ankara firm specifically for such business or to appoint an Istanbul firm which is in continual personal touch with the authorities in the capital.

For general consumption goods an agent in Istanbul should be appointed who has a branch or agency in Izmir, Ankara, the Black Sea Coast (Trabzon preferably) and in Mersin, Adana or Iskenderun for the south-east of Turkey; or alternatively, separate agents may be appointed in each of these centres. The more prominent agency firms in Istanbul cover all parts of the country at regular intervals, but comparatively few Ankara and Izmir firms yet have coverage outside their immediate area.

Reports on the suitability of local firms as connexions for British manufacturers, exporters and importers can be obtained from the Export Services Branch of the Board of Trade, or from the Commercial Counsellor of H.M. Embassy in Ankara, the British Consulates-General at Istanbul and Izmir, and the British Vice-

(*Continued on page* 1380)

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Exporting to Turkey (*Continued*)

Consulate at Iskenderun. These reports do not include credit assessments, which can be obtained through normal banking channels.

It is recommended that regular and up-to-date reports be obtained, as the status of firms and the nature of their activities fluctuate quite rapidly in some cases.

The Turkish market and the regulations governing foreign trade, foreign exchange, etc. are subject to quite rapid change and, no matter how efficient and reliable an agent or distributor may be, regular visits of representatives of British manufacturers and exporters are an essential part of a successful selling policy.

Turkish customers – Government and private – invariably welcome visits from manufacturers' representatives and these visits can result in the finalising of orders which have been under discussion for months. British manufacturers should also encourage visits to their plants by their agents/distributors.

Exhibition of British Products at the Izmir Fair

British products are exhibited at the Izmir International Fair which is held from August 20 to September 20 each year. The permanent British pavilion at the Fair contains more covered space than any other national pavilion there and is generally considered to be the most attractive pavilion architecturally.

The exhibits are arranged by the British Chamber of Commerce of Turkey Inc., P.O. Box 190, Galata, Istanbul and, as the Secretary of the Chamber has explained in his article on page 335 of the February 8 edition of this Journal, the Chamber is hoping this year to put on the first comprehensive exhibition of British industrial products that has been seen at the Fair, with the object of having a display in keeping with our industrial and commercial prestige. This can only be done if United Kingdom manufacturers take more energetic steps than hitherto in keeping their products before the eyes of the Turkish customer, and we hope that this article will help to persuade them that this is worth doing.

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President of Board of Trade Stresses Importance of Good Industrial Design

'AS MOST OF you know, successive Governments in the last twenty years have been very much alive to the importance of promoting good industrial design, and have done what they can to support those who see in the large-scale production of everyday things an opportunity for creative design,' said Mr. Frederick Erroll, President of the Board of Trade at the opening of the Manchester Design Centre, Portland Street, Manchester on June 14. As an example, he pointed out that as long ago as 1944, when the country's resources were stretched to the utmost by the war, the Government of the day thought it right to set up the Council for Industrial Design, and the Board of Trade has supported the Council ever since.

The President went on to say that the object of spending public money on industrial design has been to educate and encourage all of us to reach a higher level of appreciation of design. This is a necessity in a commercial nation which makes a good part of its living by producing consumer and capital goods.

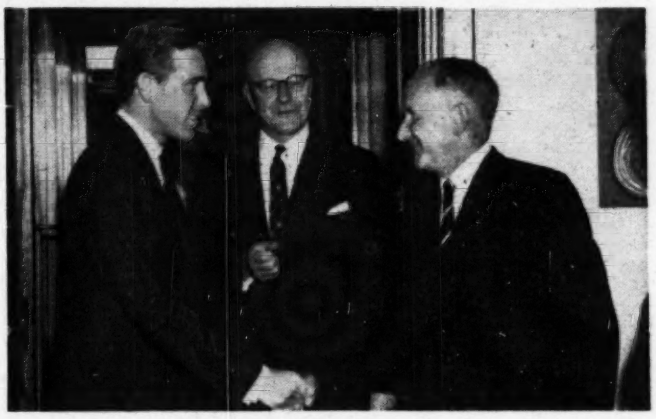
'But it is not simply a question of equipping ourselves to export to what we may be tempted to regard as fussy overseas markets,' he continued. 'True, we cannot expect to succeed in exporting to countries with an eye for good design unless we are – all of us – design-conscious ourselves. But it goes deeper than that; it must become part of our whole attitude of mind, as a civilised and progressive nation, to care about the design as well as the efficiency, of the goods we use in our homes, our offices and our factories.'

The President said that the attitude of mind that cares about that essential, though indefinable, quality called 'good design' can grow only when manufacturers, retailers and consumers play their full part, and become as actively and constructively critical as designers themselves. Everybody has to contribute to the general ferment.

He concluded: 'I will not attempt to say what "good design" is, but I will go so far as to assert that in a free and healthy community the norm of good design is always changing and developing. There is no idea – no final idea, anyway – of a perfect travel bag, carpet sweeper or wash-basin laid up in Heaven. And I am very glad that there isn't; for if there were, there would not be many interesting designs to choose from and argue about here below.'

Picture shows Mr. Frederick Erroll (*left*), President of the Board of Trade, during a recent visit to the Gateshead factory of Dunlop Hose Division. During the visit the President inspected some of the range of hoses which are exported by Dunlop to over 100 countries. Exports account for about one-fifth of the Hose Division's turnover. With the President are the Mayor and Mayoress of Gateshead, Councillor T. Wilkinson and Councillor Mrs. J. Lister.

Lord Snowdon at Cotton Board Design Centre



Lord Snowdon visited the Cotton Board Colour Design and Style Centre during his visit to Manchester on June 11, where he saw an exhibition of designs for printed cotton furnishings, 'Design Award 2'. He is seen being welcomed by Mr. Frank Rostron (centre), chairman of the Cotton Board, and Mr. James Broatch, deputy chairman.

The Enormous Potential of the Chicago Area for British Exporters

'I SHALL CERTAINLY lose no opportunity when I return to Britain of making our exporters aware of the enormous potential of the Chicago area,' said Mr. Alan Green, Minister of State, Board of Trade, when he spoke at the luncheon given by the British-American Chamber of Commerce in Chicago on June 12. 'I know,' he continued, 'that your Chamber has done a great deal, since it was founded in 1961, to bring home to businessmen here in Chicago the importance of developing and fostering the trading links between our two countries. We are grateful for your efforts on our behalf and we shall work hard to take advantage of them.'

The Minister went on to say that last year our exports to the United States increased by 17 per cent over the previous year, regaining the ground which we lost in 1961. We had been gaining ground during the first quarter of this year on our West European competitors. Moreover, although the figures for January and February were disappointing, the March and April figures were back at the level we had achieved at the end of last year. All in all we were hopeful that 1963 would be another rewarding year for our exporters in the United States market.

In his Budget Statement two months ago the Chancellor of the Exchequer said that it was the aim of the Government to create conditions in which there could be a more rapid and sustained rate of growth of the economy. There were now a number of good indications that expansion was already under way. Some industries, such as the automobile and construction industries, were now going full steam ahead. The consumer's spending was on the upgrade, his credit purchases were rising, and there were signs that industry was beginning to plan investment expenditures at a higher rate. Unemployment was falling.

'I have, therefore, to present to you a picture of a British economy which is vigorous and expanding. It is an economy which is vastly stronger than it was a few years ago: during the last decade investment has been rising fast. As compared with ten years ago we are devoting a much larger part of a much bigger national income to investment. At the same time, the number of graduates, particularly of graduates trained in the sciences, has risen substantially each year.'

'It is the growth of our export trade over the years which has enabled our living standards to rise as markedly as they have done, and I can say unashamedly that it is not least because of self-interest that we, in the international field, have been striving towards the freeing of international trade. This is a field where the United States and Britain are working together.'

Great Possibilities of the North East

INTRODUCING the Second Annual Report of the North East Development Council at a press conference in London on June 12, Mr. George Chetwynd, director of the Council, described the north-east as a potentially dynamic growth area with great possibilities. The first task of the Council had been to give the north-east a 'Regional identity'. 'Separate areas in conflict had been welded into an integral whole', he continued.

The second task was to help industry already there: 'The coal industry was declining but the shipbuilding industry has modernized and can compete at world level. If orders come in we have a good chance of getting a major part of them but at present we are completing two ships for every new one ordered. The heavy steel industry has turned the corner and one large firm was now working at 80 per cent capacity'.

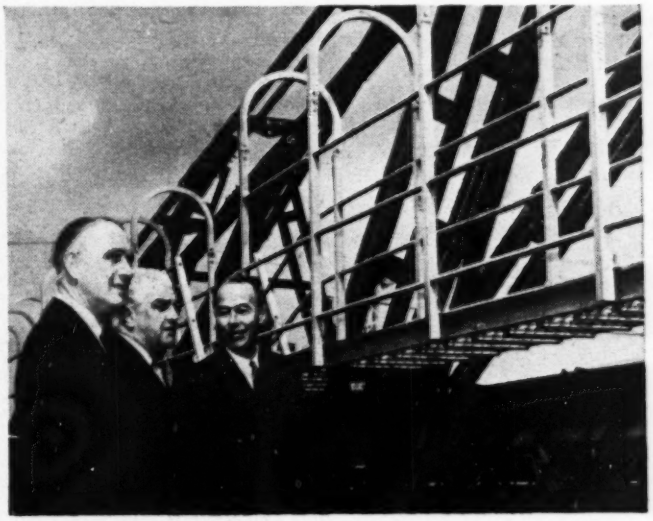
On the Council's third task he said that efforts to attract new industry had not been satisfactory. Interest from United States firms, which at one time had been considerable, had now vanished. He could not think of one American firm which was pursuing inquiries in the area. 'I think that this set-back was due to the failure of the Common Market negotiations.' Inquiries from British firms fell away when there was recession in the Midlands and the London area but there had been a tremendous upsurge of interest recently.

In the last two months there had been 15 hard inquiries from firms wishing to set up in the north-east compared with 50 in the whole of 1962. Perkins Ltd., of Peterborough, and Wilkinson Sword Ltd., have decided to set up factories in the area since the Council's Annual Report had been prepared. In addition, two of the 13 advance factories to be built by the Government had been let already.

'Signs That World Trade is Improving'

'I BELIEVE THAT British industry has a basis for sober confidence in the future. There are signs that world trade is improving. Certainly in the United States, a major factor in world trade, there is now faster growth. The business will be there to be won at home and abroad if British industry has the energy and the confidence to seek it out.'—*Mr. Reginald Maudling, Chancellor of the Exchequer in a speech at Birmingham on June* 10.

£1m. Walking Dragline for Italy



(*Right to left*) Mr. Alan Green, Minister of State, Board of Trade, Mr. P. J. C. Bovill, Managing Director, Newton Chambers and Company Ltd., and Mr. S. L. Waide, director, standing alongside the giant (265 ft. long) boom made by Newton Chambers for the £1m. walking dragline being supplied by Ransomes and Rapier Ltd., for an electricity undertaking in Italy.

Export Credit Insurers Meet

THE 20TH ANNUAL MEETING of the export credit insurance organizations – the Berne Union – was held in Taormina, Sicily, from June 5 to 9, under the chairmanship of its President, Mr. A. Thomas of the Office Nationale du Ducroire, Brussels. Delegates from twenty-two export credit insurance organizations representing eighteen countries attended the meeting, and observers from the International Bank for Reconstruction and Development, the Pakistan Insurance Corporation and the Export Guarantee Board, Finland, were present.

The Foreign Credit Insurance Association which jointly with the Export-Import Bank of Washington operates the United States export credit insurance scheme was elected to full membership of the Union.

Mr. G. D. Cohen Tervaert of the Nederlandsche Credietverzekering Maatschappij N.V. of the Netherlands was elected President of the Union for the coming year and Mr. E. de Duo of the Cia Aspanola de Sequeros de Credito y Caucion of Spain Vice-President.

The economic outlook in various importing countries and the trends of payment terms for goods were reviewed by the Conference. The proceedings also included the examination of the activities and experience of members during the past year.

Recalling last year's appeal, the Conference noted with satisfaction the growing international acknowledgement of the need to promote co-ordination in the field of supplier and financial credits tied to exports. The Union's principles and the traditional co-operation between members have helped considerably the efforts made in this direction. Indications of increasing governmental interest encourage the Union to pursue what always has been its main purpose – the rational development of export credit insurance.

Mr. Erroll to Visit Belfast

MR. FREDERICK ERROLL, President of the Board of Trade, is expected to visit Belfast on June 21, where in the morning he is due to attend the Michelin reception at Belfast Castle, and go on to the Michelin stone-laying ceremony for the new tyre making plant at Hydepark, Belfast. The President is due to lunch at Parliament Buildings with Mr. Brian Faulkner, Northern Ireland Minister of Commerce, and representatives of new and existing industry in Northern Ireland.

In the afternoon, the President hopes to visit the premises of William Ewart & Son, Ltd., linen manufacturers, and dine at the Ulster Reform Club.

British Jewellery Exports Achievement

Dear Sir,

I recently visited Switzerland and Germany together with Mr. Geoffrey Turk, another director of the firm. We took with us 100 pieces of modern diamond and gold jewellery in an effort to explore the possibilities of exporting to these very discriminating markets who manufacture and export jewellery themselves. Although I had great faith in the design and quality of our jewels I was not prepared for the praise lavished on them by some of the biggest names in European jewellery. Not only did they admire, but large orders were placed in Zurich, Lucerne, Geneva and Munich. Two shops in Zurich and two in Munich are also using the H. J. Jewellery in special window displays during their respective British Weeks.

Although this achievement was the result of much hard preparatory work there is no reason why other manufacturers of really modern fine hand-made goods should not enjoy similar successes.

Yours faithfully,
H.J. COMPANY LIMITED, LONDON,
Andrew Grima,
Designer and Managing Director.

To the Editor, Board of Trade Journal.

Sir Richard Powell (*left*), director-general, Institute of Directors; Lord Rootes (*centre*), Chairman, Western Hemisphere Exports Council; and Sir Francis Evans, Northern Ireland Government Agent in London, at a reception held at the Mayfair Hotel, London, on June 13. to announce the forthcoming publication of a 'Buyers' Guide to British Goods and Services in the United States.'

'Buyers' Guide for British Goods' Planned for U.S.A.

PLANS FOR THE publication of a *Buyers' Guide to British Goods and Services in the United States* were announced at a conference in London on June 13 by Lord Rootes, Chairman of the Western Hemisphere Exports Council.

Free listings to British companies will be under two sections: (a) an alphabetical directory of British companies and (b) a classified directory of products and services with cross-reference entries to accommodate other activities. The guide is also planned to include a section dealing with reference information and facts on trading between Britain and the United States, an 'expanded product description' section for manufacturers who wish to describe their products in more detail, and display advertising. Services available through the British Embassy in Washington, Consular offices, Trade Centers and the United States offices of the Western Hemisphere Exports Council will be explained in diagrammatic form.

The publication of the guide and its distribution throughout the United States is scheduled for February 1964. A second issue will be published two years after the first and subsequent annual editions are planned. The new guide will be published by Monitor Directories Limited, a subsidiary of the Roy Bernard Company, public relations consultants in the United States and Britain.

Questionnaire forms are being sent to all British manufacturers and those interested in encouraging more export business, inviting them to complete their free entries for inclusion in the Guide. The mailing lists to be used have been compiled in conjunction with the FBI, the National Association of British Manufacturers, the Scottish Council (Development and Industry) and the Industrial Association of Wales and Monmouthshire, the Northern Ireland Development Council and leading Chambers of Commerce. Further information can be obtained from Roy Bernard Company Limited, 41 Upper Grosvenor Street, London, W.1.

Visit of the Governor of the Federal District of Caracas

THE GOVERNOR of the Federal District of Caracas, His Excellency Doctor Alejandro Oropeza Castillo, has accepted the invitation of Mr. Frederick Erroll, President of the Board of Trade, to visit London from June 17-19.

The main purpose of the Governor's visit is to study the underground transport system of London, and talks are planned with transport and civic authorities and with those sectors of British industry likely to be able to advise him on the traffic problems of Caracas, the capital of Venezuela.

Provisional Figures of U.K. Trade in May

Recorded Values (Table A)

United Kingdom exports in May were valued at £364.7m., imports at £424.6m., and re-exports at £13.5m.

Seasonally Adjusted Values (Table B)

After eliminating normal seasonal variation, United Kingdom exports in the two months April – May were at a monthly rate 1 per cent more than in the first quarter. The rate of exports in the first five months of the year was 4 per cent more than the average for the year 1962.

On the same basis, the rate of imports in April–May was 4 per cent more than in the first quarter and the average of the first five months of the year was 2 per cent more than the average in the year 1962.

Seasonally adjusted monthly average re-exports in April–May amounted to £13m. compared with £12m. in the first quarter. The monthly average for the first five months of the year was also £12m. compared with £13m. in the year 1962.

UNITED KINGDOM TRADE

A. Recorded Values £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1961	306·8	366·3	13·2
1962	316·0	374·3	13·1
1962 1st Quarter	310·7	375·0	12·7
2nd Quarter	327·2	374·9	14·4
3rd Quarter	300·6	368·6	11·2
4th Quarter	325·4	378·8	14·3
1963 1st Quarter	332·6	381·3	13·3
1962 October	346·6	412·8	14·7
November	315·8	384·4	14·0
December	314·3	346·8	14·0
1963 January	320·0	398·7	11·4
February	314·1	353·5	13·0
March	363·5	391·9	15·4
April	331·7	387·0	13·2
May*	364·7	424·6	13·5

B. Seasonally Adjusted Values. £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1962 1st Quarter	306	365	12
2nd Quarter	319	373	14
3rd Quarter	320	383	12
4th Quarter	318	374	14
1963 1st Quarter	327	375	12
1963 January	309	361	11
February	321	380	14
March	349	383	12
April	320	388	13
May*	341	394	13
January-May*	328	381	12
April-May*	331	391	13

*Provisional

Note:

Trade Account figures of imports and exports differ from those for visible trade in the balance of payments, where imports are entered f.o.b. and insurance and freight, in-so-far as they are paid abroad, are included in invisible expenditure.

Index of Retail Prices for May

THE MINISTRY OF LABOUR announce that at May 14, 1963, the official index figure, which measures changes in the average level of retail prices, compared with the level at January 16, 1962 (taken as 100), was 103.9, compared with 104.0 at April 9.

Changes of Address of Some Board of Trade Departments

The Export Licensing Branch, Board of Trade will move from Gavrelle House, Bunhill Row, London, E.C.1, to Hillgate House, 35 Old Bailey, London, E.C.4. City 5757 on July 6/7, 1963. (Tel. City 5757).

The Enemy Property Branch, Board of Trade, will move from Hillgate House, 35, Old Bailey, London, E.C.4, to Gavrelle House, Bunhill Row, London, E.C.1. (Tel. Monarch 4071) on July 6/7, 1963.

The Import Licensing sections of the Tariff and Import Policy Division of the Board of Trade are moving to Hillgate House in the City on June 25 next. On and after that date, all applications and inquiries relating to import licensing should be addressed as follows: Board of Trade, Import Licensing Branch, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel. City 5757).

Dealers in Securities

IN the notice which appeared under the above heading in the *Board of Trade Journal* on June 14, page 1333, the heading Licensed Dealers should be applied above Unichem (Investments) Ltd., and to the three immediately following firms. The heading Exempted Dealers should be applied above Anglo French Exploration Co. Ltd., whose address is *49* Moorgate, London, E.C.2 and the firms following. The name in the penultimate item in the list should read Nathaniel and not as stated.

First Meeting of the Consumer Council

THE FIRST meeting of the Consumer Council will be held on Thursday, June 27 at 2.30 p.m. at 3 Cornwall Terrace, N.W.1, under the Chairmanship of the Baroness Elliot of Harwood. The Council has been set up by the Government as an independent grant-aided body to inform itself about the consumer's problems and to consider and promote action to deal with them.

FBI Inquiry into Industrial and Export Trends

THE results of the 17th Inquiry into Industrial and Export Trends have been published by the Federation of British Industries, 21 Tothill Street, London, S.W.1. The results, which cover the four months February to May inclusive and are based on returns from a panel of FBI member-firms, reveal a move towards confidence and optimism. The proportion of firms reporting that they are more optimistic about the general business situation is 56 per cent, compared with 18 per cent in February.

BEHA Annual Report

THE annual report of the British Export Houses Association (formerly the Export Merchants Group), 69 Cannon Street, London, E.C.4, has been issued. Presenting the report at the Association's Annual General Meeting the chairman, Mr. O. R. Dorken, spoke of the need to improve the channels of communication between export houses and the outside world and also within the merchanting community itself.

Fruit Trade Statistics

'Fruit' 1962 (No. 13), the Commonwealth Economic Committee's annual review of production and trade relating to fresh, canned, frozen and dried fruit, fruit juices and wine, has been published. Copies: H.M. Stationery Office, or from the Executive Secretary, Commonwealth Economic Committee, Marlborough House, Pall Mall, London, S.W.1. Price 10s., by post 10s. 9d.

Imports of Butter from the Irish Republic

THE BOARD OF TRADE announced on June 14 that following discussions between the Government of the United Kingdom and the Government of the Irish Republic about the trade in butter, the following arrangements have been agreed:

The British Government have assured the Government of the Irish Republic that they will continue to allocate to the Republic not less than its present proportionate share of total permitted imports of butter and (except as may be agreed by the Government of the Republic) a minimum of not less than the quantity allowed to be imported from the Irish Republic under the quota fixed earlier this year.

The two Governments have also agreed to consult together from time to time about future developments in the United Kingdom butter market. In accordance with the 1938 Trade Agreement, there will be consultations between the two Governments when the time comes to fix the annual quota for the Irish Republic.

Meanwhile, it was agreed in the discussions that because of the shortage of butter which has developed in the United Kingdom market, largely owing to the late Spring, and the consequent rise in prices, the British Government would admit imports up to 5,000 tons from the Irish Republic between now and August 31, this year, additional to the quantities which would ordinarily be supplied at this season by the Republic under its existing quota.

The Government of the Irish Republic for their part have agreed that for the duration of the present system of the imposition of quotas on imports into the United Kingdom they will waive their right to a duty preference on butter supplied to the United Kingdom.

Notes.

The total of import quotas for the year April 1963 – March 1964 was fixed at 410,000 tons, 5 per cent higher than the previous year. Of this total, the quota for the Irish Republic was 12,600 tons. Imports, especially from Northern Europe, and home production have fallen short of expectations due largely to the weather. Shipments from Australia have also been delayed owing to a strike at Australian ports. Stocks have thus fallen to a low level. This tightness in the market has been reflected in an upward trend in butter prices. It is hoped that the importation of an extra 5,000 tons from the Irish Republic in the next few weeks will relieve this tightness.

The main consultations with the Government of the Irish Republic took place on June 12, when their Minister for Agriculture, Mr. Smith, called on the President of the Board of Trade, who was accompanied by the Minister of Agriculture and the Minister of State, Commonwealth Relations Office.

As part of the agreement reached at Lisbon last month to accelerate the time-table of tariff reductions within the European Free Trade Association, the United Kingdom undertook to suspend the duty on butter, which is of great interest to Denmark, as long as the present quota system lasts. This necessitates a waiver from those preferential suppliers who have a contractual right to a margin of preference. The Irish Republic have now given their agreement. The terms of the agreements reached with Australia and New Zealand were announced on May 10. (*See Board of Trade Journal* dated May 17, 1963, page 1124).

Drawback Application on Imported Bones or Bone Pieces when Re-exported

THE BOARD OF TRADE gave notice on June 17 that they are considering an application for the allowance of drawback of duty on the following goods when used in making the export products described:

Imported Goods
Bones or bone pieces, whether or not degreased.

Export Products
(a) Edible, photographic, pharmaceutical and technical gelatines;
(b) Ossein;
(c) Glue;
(d) Calcium phosphates.

Representations which interested parties may wish to make should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than July 9, 1963.

Applications for Temporary Exemption from Import Duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Letters, giving the respective reference shown below, should be addressed to Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, preferably through a Trade Association, and should be received by July 5, 1963.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.47	Bismuth aluminate containing not less than 52% by weight and not more than 55% by weight of bismuth calculated as Bi on the dry anhydrous salt.	Bismuth aluminate	December 31, 1963	6114
29.02	*asym*Tetrachlorodifluoroethane.	Freon BU (Tetrachlorodifluoroethane anthelmintic grade	December 31, 1963	6121
29.16	Calcium glucoheptonate	Calcium heptagluconate	December 31, 1963	6204
29.35	1-[1-(3-*p*-Fluorobenzoylpropyl)-1:2:3:6-tetrahydro-4-pyridyl] benziminazolin-2-one.	1-(1-[4-Fluorobenzoyl) propyl] - 1, 2, 3, 6-tetrahydro-4-pyridyl)-2-benzimidazolinone base.	December 31, 1963	6175
29.35	1-(2-Phenylethyl)-4-(*N*-propionylanilino) piperidine.	As in previous column .	December 31, 1963	6176
29.35	1-(3-*p*-Fluorobenzoylpropyl)-4-hydroxy-4-*m*-trifluoromethylphenylpiperidine.	4′-Fluro-4-[4-hydroxy-4-(3′-trifluoromethylphenyl)-piperidino]-butyrophenone base.	December 31, 1963	6177
29.35	1-(3-*p*-Flurobenzoylpropyl)-4-*o*-methoxyphenylpiperazine.	4′-Fluoro-4-([1-(2-methoxy)-phenyl]-piperazinyl)-butyrophenone base.	December 31, 1963	6178
29.35	1-(2-Phenylethyl)-4-(*N*-propionylanilino)piperidinium dihydrogen citrate.	1-(2-Phenethyl)-4-(N-propionyl-anilino)-piperidine citrate.	December 31, 1963	6200
29.35	1-(3-*p*-Fluorobenzoylpropyl)-4-hydroxy-4-*m*-trifluoromethylphenylpiperidinium chloride.	4′-Fluoro-4-[4-hydroxy-4-(3′-trifluoromethylphenyl)-piperidino]-butyrophenone hydrochloride.	December 31, 1963	6201
38.14	Prepared oil additives, containing not less than 5% by weight of calcium calculated as Ca, when determined by titration with a solution of perchloric acid in acetic acid.	Calcium polypropylene phenate/overbased calcium sulphonate.	December 31, 1963	6034
38.14	Prepared oil additives, having a viscosity at 99° centigrade of not less than 20 centistokes, containing not less than 2·5% by weight and not more than 4·5% by weight of zinc calculated as Zn, and containing not less than 2% by weight of phosphorus calculated as P.	Zinc dicetyl phenyl dithiophosphate . .	December 31, 1963	6037

Marking of Imported Raw Cucumbers

A DRAFT ORDER in Council to implement the recommendations of the Merchandise Marks Standing Committee on the marking of imported raw cucumbers other than gherkins was laid before Parliament on June 17, 1963.

Copies of the Draft Order, The Merchandise Marks (Imported Goods) (Raw Cucumbers) Order 1963, price 3d., by post 6d., and the Standing Committee's report on Cucumbers (Cmnd 2002) price 1s., by post 1s. 3d., can be obtained from H.M. Stationery Office.

Application for Renewal of Existing Drawback Scheme

THE BOARD OF TRADE give notice that they are considering an application for the continuance after December 31 of drawback facilities for the following imported material when used in making the exported goods described:—

Imported Material
Woven fabric, whether or not proofed of cotton or of cotton and man-made fibre.

Exported Goods
Rainproof garments, namely, raincoats, jackets, trousers, overtrousers, skirts and headgear.

Any interested party wishing to support or oppose this application should do so in writing to The Board of Trade, Horse Guards Avenue, London, S.W.1, before July 9, 1963.

Drawback Application on Some Imported Dried Egg Yolk when Re-exported

THE BOARD OF TRADE gave notice on June 17 that they are considering an application for the allowance of drawback of duty on the following goods when used in making the export products described:

Imported goods
Pasteurised spray-dried egg yolk.
Exported goods
Preparations of dried egg yolk and other substances for making cakes or buns, and preparations used to coat food stuffs before frying.

Representations which interested parties may wish to make should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than July 9, 1963.

Drawback Application on Some Imported Heating Elements and Accessories when Re-exported

THE BOARD OF TRADE gave notice on June 17 that they are considering an application for the allowance of drawback of duty on the following goods when re-exported:

Imported silicon carbide high temperature heating elements and terminal straps and terminal clamps therefor.

Representations which interested parties may wish to make should be addressed in writing to the Tariff and Import Policy Division, Board of Trade, Horse Guards Avenue, London, S.W.1, not later than July 9, 1963.

Business Monitor: Production Series

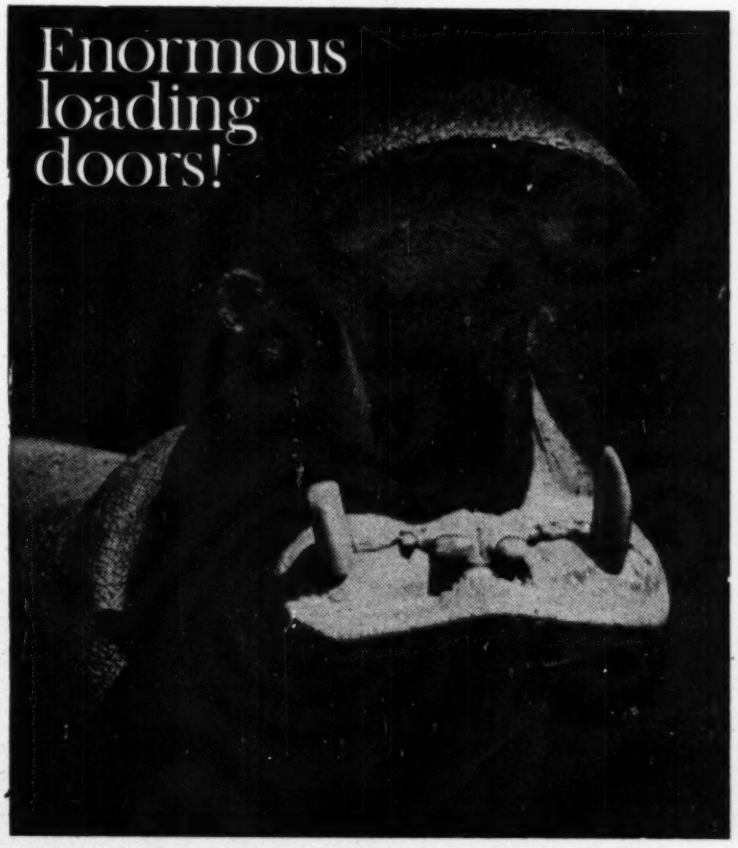
THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from H.M. Stationery Office, P.O. Box 569, London, S.E.1.:

Monthly at £1 a year, post free:
Rubber for March 1963.
Salt for April 1963.
Wood Chipboard for April 1963.

Quarterly at 7s. 6d. a year, post free:
Paint and Varnish for January-March 1963.
Pesticides and Allied Products for January-March 1963.

European Patent Law

'The Draft European Patent Convention,' a commentary with English and French texts by G. Oudemanns, has been published by Stevens and Sons Limited, 11 New Fetter Lane, London, E.C.4 (price £2 10s.). It is intended as the forerunner of a larger work to be published next year on all aspects of the patent laws of Rome Treaty members and the United Kingdom.



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The Economy—Selected Indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 Prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,029	—	16,029	15,271	15,271	9,095	3,493	922	699	591	1,205				
1958	100	100	100	100	100	91	100	100	100	100	100	+ 99	+ 37	+14	+16
1959	103	105	106	105	104	95	108	94	114	113	109	+173	+ 73	+15	+49
1960	108	112	114	110	108	98	118	110	124	129	114	+590	+520	+48	+37
1961	111	114	121	115	110	100	128	130	132	136	122	+292	+230	+36	+ 4
1962	111	115	126	120	112	101	126	115	124	139	127	+ 99	+ 42	— 4	+40
1961															
3rd Quarter	112	115	122	116	110	100	133	134	136	139	126	+ 29	+ 46	—13	— 8
4th Quarter	111	113	123	116	110	100	127	130	129	139	118	+ 54	+ 45	— 5	— 7
1962															
1st Quarter	109	113	124	117	110	100	125	124	121	135	127	— 19	— 4	—10	+13
2nd Quarter	112	116	125	121	112	100	128	119	127	141	127	+ 39	+ 35	— 6	— 8
3rd Quarter	111	117	126	121	112	101	127	109	126	146	126	+ 66	+ 18	+13	+10
4th Quarter	110	114	128	122	113	101	122	108	121	134	129	+ 13	— 7	— 1	+25
1963															
1st Quarter		110*				101		100*	121*				+63*	— 8*	— 3*
1962															
October	..	115	..	..	..	100	..	..	..	..	..	..	..	..	..
November	..	115	..	..	..	102	..	..	..	..	..	..	..	..	..
December	..	112	..	..	..	101	..	..	..	..	..	..	..	..	..
1963															
January	..	106	..	..	..	102	..	..	..	..	..	..	..	..	..
February	..	110	..	..	..	100	..	..	..	..	..	..	..	..	..
March	..	115*	..	..	..	102	..	..	..	..	..	..	..	..	..
April						101									

	ORDERS		PRICES AND COSTS				LABOUR						IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand†	Textiles and clothing industries orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school-leavers			Unfilled vacancies for adults				
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average†	Change from previous period†	Normal seasonal change	Mid-month or monthly average†	Change from previous period†	Normal seasonal change	at current prices		
	at 1958 prices														
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands						1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—							3,748	3,176	
1958	100	..	109·0	+3·0	102·8	113·4	114·3	402	+113	..	136	—49	..	100	100	+329
1959	101	135	109·6	+0·6	103·4	114·3	117·4	433	+ 31	..	157	+21	..	106	105	+114
1960	117	136	110·7	+1·0	104·5	116·0	122·5	337	— 96	..	212	+55	..	121	112	—308
1961	120	104	114·5	+3·4	104·4	119·1	130·3	305	— 32	..	213	+ 1	..	117	116	— 72
1962	115	100	119·3	+4·2	103·0	120·6	136·2	419	+114	..	149	—64	..	120	119	+ 67
1961																
3rd Quarter	124	107	115·3	+4·2	104·6	119·4	130·7	262	— 20	—34	236	— 5	+ 7	115	117	+ 12
4th Quarter	120	104	116·6	+4·3	103·4	119·6	132·3	339	+ 77	+49	175	—61	—32	115	115	— 1
1962																
1st Quarter	121	98	117·7	+4·7	104·0	120·2	133·7	408	+ 69	+42	150	—25	— 7	117	116	+ 19
2nd Quarter	120	99	120·2	+5·6	103·3	120·3	135·6	387	— 21	—57	172	+22	+32	120	121	+ 31
3rd Quarter	119	92	119·7	+3·8	102·2	120·8	137·3	390	+ 3	—34	156	—16	+ 7	123	121	— 19
4th Quarter	115	100	119·6	+2·6	102·5	121·1	138·3	491	+101	+49	120	—36	—32	120	120	+ 36
1963																
1st Quarter	118*	100*	121·4	+3·1	103·6*	121·4*	139·4	627	+136	—58	113	— 7	+33	120	123	
1962																
October	118	98	119·1	+2·9	102·1	121·1	137·6	456	+ 49	+26	131	—16	—11	124	127	..
November	116	101	119·6	+2·3	102·6	121·1	138·5	497	+ 41	+18	118	—13	—14	118	115	..
December	115	100	120·2	+2·6	102·9	121·0	138·8	520	+ 23	— 1	110	— 8	—12	117	119	..
1963																
January	115*	100*	120·7	+2·7	103·6	121·1	139·1	605	+ 85	+41	108	— 2	— 1	116	117	..
February	118*	100*	121·7	+3·5	103·4	121·5	139·4	647	+ 42	+ 2	110	+ 2	+ 6	122	121	..
March	118*	100*	121·8	+3·1	103·7*	121·6*	139·6	628	— 19	—19	122	+12	+10	123	132	..
April		101*	122·2	+2·1	104·0*	121·6*	140·5	553	— 75	—20	138	+16	+14	124	121	..
May			122·1	+1·7	104·1*	121·6*		506	— 47	—23	146	+ 8	+ 9	126*	129*	..

† NOT seasonally adjusted. * Provisional.

World Trade and Industrial Production in 1962

THE VALUE OF WORLD EXPORTS in the fourth quarter of 1962 is estimated to have been 1 per cent less than in the third quarter, allowing for normal seasonal movements, mainly due to a fall in exports from industrial countries. (1) This decline followed a rapid growth in total world exports, of over 4 per cent, between the first and third quarters of 1962. By the fourth quarter exports were 3 per cent more than in the fourth quarter of 1961, a smaller increase than during 1961.

Exports from industrial countries to each other fell back slightly in the fourth quarter last year for the first time since early 1960, and the underlying rate of growth showed signs of slackening after the middle of the year. Exports from industrial countries to primary producing countries in the second and third quarters of 1962 showed a marked recovery from the level of the previous six months, but the recovery was not maintained to the end of the year; in 1962 as a whole exports to the primary producers were lower than in the previous year. After showing little change for about a year, the value of exports from primary producing countries increased strongly in the third quarter of 1962 and the new high level was maintained in the fourth quarter.

Seasonally adjusted figures are not available for exports of manufactures by the main manufacturing countries, but comparisons with a year earlier suggest that the growth in exports of manufactures has been slowing down since the second quarter of 1962. In the fourth quarter of 1962 exports of manufactures from the United States were lower than a year earlier, those from the United Kingdom were up by 4½ per cent and from Germany, France, Italy and Japan by between 5 and 6 per cent; aggregate exports from all the main countries increased by 5½ per cent, compared with an increase of 4½ per cent during 1961.

(*Continued on page* 1389)

World Trade Adjusted for Seasonal Variations
Quarters or Quarterly Averages

TABLE 1

U.S. $ Thousand Million

	Exports from					Imports into		
	Industrial Countries							
	To Industrial Countries	To Primary Producers	Total	Primary Producers	World	Industrial Countries	Primary Producers	World
1957	10·5	6·38	16·9	7·81	24·7	18·1	9·03	27·1
1958	9·8	6·26	16·1	7·41	23·5	16·9	8·49	25·4
1959	11·0	6·15	17·2	7·83	25·0	18·4	8·31	26·7
1960	12·7	6·99	19·7	8·27	28·0	20·6	9·21	29·8
1961	13·7	7·12	20·8	8·43	29·3	21·8	9·42	31·2
1962	14·7	7·07	21·8	8·74P	30·5P	23·5	9·56P	33·1P
1960 1st quarter	12·6	6·80	19·4	8·25	27·6	20·3	8·90	29·2
2nd quarter	12·5	6·97	19·5	8·39	27·9	20·3	9·29	29·6
3rd quarter	12·7	7·02	19·7	8·20	27·9	20·6	9·18	29·8
4th quarter	13·0	7·19	20·2	8·23	28·4	21·1	9·45	30·6
1961 1st quarter	13·3	7·27	20·5	8·27	28·8	21·1	9·53	30·7
2nd quarter	13·6	7·00	20·6	8·42	29·0	21·3	9·43	30·7
3rd quarter	13·9	7·16	21·1	8·48	29·6	21·8	9·29	31·1
4th quarter	14·1	7·04	21·2	8·54	29·7	23·0	9·41	32·4
1962 1st quarter	14·4	6·93	21·3	8·60	29·9	23·1	9·34	32·4
2nd quarter	14·8	7·24	22·1	8·52	30·6	23·1	9·30	32·4
3rd quarter	14·9	7·21	22·2	8·92	31·1	23·8	9·90	33·7
4th quarter	14·9	6·91	21·8	8·92P	30·7P	24·2	9·65P	33·8P

NOTES:
(1) Excluding Soviet Russia, Eastern Europe and People's Republic of China.
(2) Excluding United States Special category exports.
(3) Industrial countries are OECD member countries and Japan.
P = Provisional.

Exports from OECD Countries Adjusted for Seasonal Variations
Quarters or Quarterly Averages

TABLE 2

U.S. $ Thousand Million

	Exports (f.o.b.) from								European OECD Intra-Trade
	U.S.A.	Canada	European OECD	United Kingdom	EEC	Germany (F.R.) (a)	France (b)	Italy	
1957	5·16	1·29	10·1	2·42	5·62	2·15	1·28	0·64	5·30
1958	4·43	1·27	10·1	2·35	5·69	2·20	1·28	0·63	5·15
1959	4·34	1·35	10·9	2·42	6·31	2·45	1·40	0·73	5·73
1960	5·08	1·39	12·5	2·57	7·43	2·86	1·72	0·92	6·83
1961	5·16	1·46	13·4	2·69	8·09	3·17	1·81	1·05	7·72
1962	5·34	1·49	14·2	2·77	8·56	3·32	1·84	1·17	8·53
1960 1st quarter	4·85	1·47	12·4	2·63	7·38	2·78	1·79	0·89	6·57
2nd quarter	5·08	1·05	12·4	2·56	7·34	2·76	1·68	0·95	6·71
3rd quarter	5·12	1·40	12·4	2·54	7·36	2·82	1·69	0·92	6·89
4th quarter	5·12	1·36	12·7	2·56	7·56	2·99	1·71	0·92	7·05
1961 1st quarter	5·24	1·39	13·1	2·69	7·85	3·11	1·75	0·98	7·42
2nd quarter	4·90	1·43	13·3	2·67	8·10	3·21	1·82	1·02	7·70
3rd quarter	5·18	1·46	13·7	2·72	8·31	3·26	1·86	1·09	7·95
4th quarter	5·36	1·50	13·7	2·70	8·18	3·16	1·81	1·15	7·94
1962 1st quarter	5·19	1·45	13·8	2·68	8·45	3·24	1·86	1·14	8·22
2nd quarter	5·54	1·52	14·1	2·80	8·57	3·33	1·81	1·19	8·46
3rd quarter	5·47	1·46	14·2	2·80	8·63	3·39	1·83	1·17	8·68
4th quarter	5·15	1·50	14·4	2·79	8·70	3·35	1·87	1·22	8·79
1963 1st quarter	5·22*	1·52	14·4	2·85	8·62	3·30	1·86		8·79

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959.
* Dock strike.

Imports into OECD Countries Adjusted for Seasonal Variations
Quarters or Quarterly Averages

TABLE 3

U.S. $ Thousand Million

	Imports (c.i.f.) into							
	U.S.A. (c)	Canada (c)	European OECD	United Kingdom	EEC	Germany (F.R.) (a)	France (b)	Italy
1957	3·23	1·47	11·8	2·85	6·21	1·88	1·54	0·91
1958	3·18	1·34	11·0	2·65	5·74	1·85	1·40	0·79
1959	3·75	1·47	11·7	2·79	6·05	2·09	1·28	0·84
1960	3·66	1·42	13·8	3·19	7·40	2·54	1·57	1·19
1961	3·59	1·43	14·7	3·08	8·04	2·74	1·67	1·31
1962	4·06	1·47	16·0	3·14	8·93	3·07	1·88	1·52
1960 1st quarter	3·76	1·47	13·3	3·08	7·20	2·48	1·56	1·15
2nd quarter	3·80	1·41	13·6	3·16	7·27	2·56	1·49	1·15
3rd quarter	3·64	1·39	14·0	3·25	7·48	2·52	1·61	1·23
4th quarter	3·39	1·40	14·2	3·29	7·56	2·62	1·58	1·25
1961 1st quarter	3·35	1·38	14·4	3·23	7·87	2·59	1·65	1·29
2nd quarter	3·42	1·37	14·6	3·04	8·01	2·75	1·66	1·30
3rd quarter	3·82	1·45	14·7	3·00	8·02	2·75	1·64	1·33
4th quarter	3·88	1·50	15·3	3·01	8·37	2·84	1·80	1·36
1962 1st quarter	3·89	1·48	15·5	3·07	8·56	2·97	1·73	1·44
2nd quarter	4·04	1·46	15·7	3·16	8·73	3·06	1·76	1·44
3rd quarter	4·21	1·53	16·3	3·23	9·00	3·06	1·92	1·58
4th quarter	4·12	1·38	16·7	3·15	9·30	3·12	1·99	1·68
1963 1st quarter	3·98*	1·42	16·2	3·15	9·29	3·14	1·98	

(a) Includes Saar from July 1959. (b) Includes Saar up to June 1959. (c) Imports are valued f.o.b.
* Dock strike.

Exports of Manufactures by the Main Manufacturing Countries
Quarters or Quarterly Averages

TABLE 4

U.S. $ Thousand Million. Percentage increase over year earlier in brackets.

	United Kingdom	Germany (F.R.)	Belgium-Luxembourg	France	Italy	Netherlands	Sweden	Switzerland	United States*	Canada	Japan	Total
1957	1·90 (5·5)	1·87 (18·2)	0·63 (—0·2)	0·85 (13·2)	0·41 (19·1)	0·37 (9·9)	0·30 (14·8)	0·36 (8·5)	2·71 (11·5)	0·59 (4·7)	0·63 (16·4)	10·62 (10·9)
1958	1·86 (—2·0)	1·94 (4·1)	0·61 (—3·3)	0·90 (6·0)	0·43 (6·5)	0·41 (8·6)	0·32 (5·2)	0·35 (—1·3)	2·44 (—9·8)	0·56 (—5·1)	0·63 (—1·1)	10·46 (—1·5)
1959	1·95 (4·8)	2·17 (11·6)	0·67 (9·5)	1·04 (15·4)	0·50 (16·4)	0·47 (15·9)	0·34 (7·8)	0·39 (8·8)	2·41 (—1·5)	0·60 (7·2)	0·76 (20·8)	11·30 (8·0)
1960	2·08 (6·5)	2·53 (16·8)	0·77 (14·3)	1·27 (21·3)	0·68 (34·4)	0·53 (12·2)	0·40 (17·9)	0·43 (11·5)	2·83 (17·7)	0·63 (5·3)	0·90 (18·8)	13·04 (15·5)
1961	2·16 (3·8)	2·80 (10·6)	0·79 (3·4)	1·30 (2·9)	0·79 (16·7)	0·58 (9·0)	0·45 (11·9)	0·47 (8·8)	2·84 (0·1)	0·63 (0·2)	0·94 (4·5)	13·75 (5·4)
1962	2·21 (2·5)	2·94 (4·7)	0·87 (10·0)	1·35 (3·6)	0·87 (10·2)	0·61 (6·4)	0·50 (10·9)	0·52 (10·1)	2·96 (4·4)	0·68 (7·2)	1·07 (13·3)	14·57 (6·0)
1960 1st quarter	2·17 (16·8)	2·41 (29·5)	0·78 (28·9)	1·36 (53·7)	0·64 (56·0)	0·52 (21·7)	0·40 (31·2)	0·39 (14·4)	2·65 (13·1)	0·62 (33·5)	0·78 (23·0)	12·72 (25·5)
2nd quarter	2·15 (7·2)	2·43 (14·8)	0·79 (19·2)	1·27 (15·2)	0·68 (53·3)	0·52 (9·4)	0·38 (9·2)	0·41 (11·5)	3·01 (20·5)	0·62 (0·6)	0·86 (18·1)	13·11 (15·7)
3rd quarter	1·92 (3·6)	2·43 (12·2)	0·71 (6·0)	1·12 (15·2)	0·68 (23·5)	0·51 (11·4)	0·37 (21·4)	0·42 (10·1)	2·79 (19·2)	0·62 (4·7)	0·94 (22·1)	12·50 (13·1)
4th quarter	2·08 (—0·9)	2·86 (13·1)	0·79 (5·8)	1·32 (6·4)	0·70 (15·6)	0·57 (7·9)	0·46 (12·7)	0·50 (10·6)	2·89 (18·0)	0·65 (—8·7)	1·02 (13·7)	13·85 (9·3)
1961 1st quarter	2·21 (2·1)	2·62 (8·8)	0·75 (—3·9)	1·30 (—3·9)	0·75 (16·2)	0·59 (14·5)	0·42 (5·1)	0·44 (12·7)	2·86 (7·8)	0·58 (—6·9)	0·84 (7·4)	13·36 (5·1)
2nd quarter	2·22 (3·6)	2·83 (16·3)	0·82 (3·8)	1·33 (4·8)	0·74 (9·3)	0·56 (7·7)	0·45 (18·9)	0·45 (8·9)	2·87 (—4·5)	0·63 (1·7)	0·90 (4·4)	13·80 (5·3)
3rd quarter	2·05 (6·6)	2·79 (14·7)	0·77 (9·1)	1·20 (6·7)	0·80 (17·8)	0·56 (10·2)	0·43 (18·2)	0·46 (9·5)	2·69 (—3·7)	0·65 (3·6)	0·96 (1·8)	13·35 (6·8)
4th quarter	2·15 (3·2)	2·96 (3·8)	0·83 (5·0)	1·38 (4·8)	0·86 (23·3)	0·59 (4·0)	0·49 (7·0)	0·52 (5·0)	2·93 (1·2)	0·66 (2·2)	1·07 (4·7)	14·47 (4·5)
1962 1st quarter	2·19 (—1·3)	2·79 (6·3)	0·88 (18·6)	1·38 (6·0)	0·85 (13·9)	0·60 (0·9)	0·48 (14·1)	0·48 (9·5)	2·93 (2·7)	0·61 (5·0)	0·90 (7·6)	14·09 (5·5)
2nd quarter	2·32 (4·5)	2·93 (3·5)	0·89 (8·8)	1·33 (—)	0·86 (15·7)	0·61 (10·2)	0·53 (17·7)	0·49 (9·5)	3·18 (10·8)	0·65 (3·5)	1·06 (17·8)	14·86 (7·7)
3rd quarter	2·09 (2·1)	2·88 (3·3)	0·83 (6·8)	1·23 (2·8)	0·84 (15·2)	0·59 (6·0)	0·44 (1·7)	0·49 (7·3)	2·83 (5·1)	0·67 (3·8)	1·18 (23·0)	14·07 (5·4)
4th quarter	2·25 (4·5)	3·14 (5·9)	0·89 (6·5)	1·46 (5·7)	0·92 (6·9)	0·65 (8·7)	0·54 (10·1)	0·60 (13·7)	2·90 (—0·8)	0·77 (15·9)	1·13 (5·4)	15·24 (5·4)
1963 1st quarter	2·34 (6·9)	2·82 (1·0)										

Exports from the 11 countries shown of Sections 5-8 of the Standard Industrial Trade Classification, Revised (excluding United States exports of Special Category goods). In 1957 these exports accounted for 88 per cent of exports of these goods from all countries in the world other than Soviet Russia, Eastern Europe and People's Republic of China.
* Goods valued at approximately $185m. were removed from the list of Special Category goods during 1957 and this amount should be added to the figures for that year when comparing with later periods.

Index Numbers of Industrial Production Adjusted for Seasonal Variations

TABLE 5

1953 = 100

	Industrial Countries (a)	United States	European OECD	United Kingdom	EEC	France (b)	Germany (F.R.)	Italy	Japan
1957	119	110	131	116	140	139	147	138	169
1958	115	103	133	114	144	145	152	143	169
1959	127	116	141	120	153	150	162	158	210
1960	135	119	155	129	171	167	180	182	265
1961	139	120	162	130	182	175	190	202	323
1962	149	130	170	130			199	222	353
1960 1st quarter	135	122	153	128	168		176	176	251
2nd quarter	135	120	155	129	171		179	182	256
3rd quarter	136	119	157	130	173	175	180	184	271
4th quarter	134	115	159	129	177	177	186	187	283
1961 1st quarter	134	113	161	129	180	178	191	193	300
2nd quarter	139	119	163	131	182	180	190	198	313
3rd quarter	142	123	163	130	182	183	188	202	332
4th quarter	145	126	165	128	187	186	192	215	347
1962 1st quarter	146	127	167	128	190	189	195	219	355
2nd quarter	149	130	170	131	192	190	199	219	356
3rd quarter	150	131	171	133	193	193	199	219	352
4th quarter	150	131	172	130	198	196	203	229	349
1963 1st quarter	150	131	170	129		191*	198		

(a) OECD countries and Japan. (b) Annual figures are not average of quarterly figures. * Strike.

World Trade and Industrial Production in 1962 (*Continued*)

The weakening in total exports from industrial countries after the second quarter of 1962 affected most of the main countries. Exports from the United States have not again reached the second quarter 1962 level; exports from Canada regained it (in United States dollar terms) in the first quarter of this year. Exports from the United Kingdom were unchanged from the second to fourth quarter of last year, rising in the first quarter of this year. German exports fell back after the third quarter of 1962; French exports were relatively low in the second and third quarters of last year and the rise in Italian exports was temporarily checked in the third quarter. At the same time the quarter to quarter increase in trade between European OECD countries was getting less and in the first quarter of 1963 (as in the fourth quarter of 1961) there was no increase.

Imports into European OECD countries which had been increasing rapidly, particularly in the second half of 1962, declined in the first quarter of 1963. This may have been due to the severe weather in the early months of the year and also possibly to some extent to the United States dock strike. United States imports in January-March of this year were at a lower level than in the last three quarters of 1962, but the dock strike is likely to have depressed imports in the period as a whole as well as in January.

Industrial Production

World industrial production which was growing more slowly during the first half of 1962 than during 1961 was no higher in the fourth quarter than in the third. This was partly due to the flattening which occurred in industrial production in the United States after the second quarter of last year, but the rate of growth in Europe also slowed down. Output in the United Kingdom fell in the fourth quarter of 1962 when the growth in a number of Continental countries was less than in recent comparable periods. In the first quarter of 1963 industrial production in the United States was unchanged on average although rising through the quarter and into April; production in Europe was lower than in the fourth quarter of 1962 due to the very severe weather and to some extent to the French strike in March.

(1) For this purpose 'World' excludes Soviet Russia, Eastern Europe and the People's Republic of China.

Retail Stocks in April

THE VALUE of retail stocks in April showed the usual small seasonal increase, and compared with a year earlier was 4 per cent higher.

In volume terms, stocks showed an increase of 2 per cent on a year earlier.

When allowance is made for seasonal factors, the April estimate shows no change in the level of stocks compared with March.

Estimates of Changes in Total Retail Stocks

(At cost at end of month)

Index numbers (end 1956 = 100) and percentage changes on a year earlier.

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
(a) At current prices.												
1956. . .	96	100	101	102	102	100	97	95	101	109	114	100
1957. . .	100	105	107	109	110	107	104	103	107	117	123	107
1958. . .	105	109	111	112	112	109	106	106	110	119	123	109
1959. . .	108	111	112	114	115	114	111	109	114	123	129	115
1960. . .	113	119	123	124	126	125	120	118	123	131	136	120
1961. . .	119	124	129	131	132	131	126	124	128	136	142	125
1962. . .	124	128	135	137	139	135	132	130	133	144	151	133
1963. . .	130	134	142	142								
1961. . .	+5	+5	+5	+5	+4	+5	+5	+5	+4	+4	+4	+4
1962. . .	+5	+3	+5	+4	+6	+2	+4	+5	+4	+6	+7	+7
1963. . .	+5	+4	+5	+4								
(b) At constant (Dec. 1956) prices.												
1956. . .	99	103	103	104	103	101	98	96	102	110	115	100
1957. . .	100	104	106	108	109	106	113	102	106	115	121	105
1958. . .	104	107	109	110	110	107	104	104	108	117	121	107
1959. . .	106	109	110	113	113	113	110	108	112	121	127	113
1960. . .	111	117	122	122	124	123	117	116	120	128	133	117
1961. . .	116	121	125	127	127	126	121	118	122	129	134	118
1962. . .	117	121	127	129	130	125	122	120	123	133	139	122
1963. . .	121	123	131	131								
1961. . .	+4	+3	+3	+3	+2	+3	+3	+2	+1	+1	+1	nil
1962. . .	+1	nil	+2	+2	+2	—1	nil	+2	+1	+3	+4	+4
1963. . .	+3	+2	+3	+2								

(A description of the basis and construction of these estimates was given on page 1288 of the *Board of Trade Journal* of December 19, 1958.)

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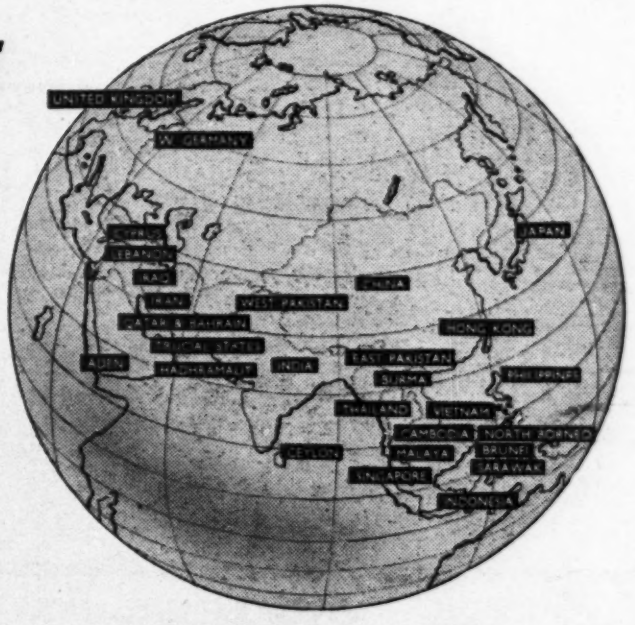

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U.K. Trade by Air

Continued Increase in United Kingdom Trade by Air

THE FINAL FIGURES for the year 1962 (table 1) show that, compared with 1961, imports by air increased by 12 per cent, U.K. exports by 7 per cent and re-exports by 37 per cent. These increases were relatively greater than the increases in total trade by all forms of transport, but, apart from re-exports where no consistent trend is apparent, the rates of increase were much less than in previous years.

Machinery remained the most prominent commodity group in trade by air generally (tables 2, 3 and 4), despite a fall in 1962 in the value of its exports by air. Imports of machinery by air continued to rise however.

The general pattern of trade by air with particular countries changed very little (table 5) with the United States, still the most important country in absolute terms and France still leading as the country with the highest relative proportion of total trade with the United Kingdom moving by air. A large fall in exports by air to Canada, which was proportionately greater than the fall in total exports to that market, is reflected in the trade by areas table (table 6) where the general pattern is otherwise unchanged.

Note

The figures of trade relate to all goods cleared by Customs except gold and precious stones. Complete aircraft flown out under their own power are included in the totals of all United Kingdom trade but excluded from the figures of trade by air.

Table 1 – Value of Trade Compared with Total Trade Figures

Year	Imports			U.K. Exports			Re-exports		
	Total	By air		Total	By air		Total	By air	
	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. f.o.b.	£m. f.o.b.	Per cent of Total U.K. Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports
1958	3,747·5	99·0	2·6	3,176·2	103·7	3·3	141·2	27·6	19·5
1959	3,983·4	137·4	3·4	3,330·1	142·9	4·3	130·9	24·5	18·7
1960	4,540·7	176·1	3·9	3,554·8	177·7	5·0	141·2	29·0	20·5
1961	4,395·1	202·9	4·6	3,681·5	219·7	6·0	158·6	30·1	19·0
1962	4,492·0	226·5	5·0	3,791·8	235·0	6·2	157·7	41·1	26·0

Table 2 – Commodity Composition of United Kingdom Exports

	1961			1962		
	Total Exports	Exports by air		Total Exports	Exports by air	
	£m. f.o.b.	£m. f.o.b.	Per cent of Total Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Exports
Chemicals	324·9	9·9	3	341·4	13·3	4
Leather, leather manufactures and dressed furs	24·5	4·6	19	25·0	5·2	21
Wool or hair yarns; woollen and worsted woven fabrics	81·8	6·3	8	80·4	6·5	8
Silver, platinum and jewellery	19·7	10·7	54	22·8	10·8	47
Machinery other than electric	816·6	78·1	10	839·9	64·1	8
Electric machinery, apparatus and appliances	259·0	24·1	9	272·6	30·0	11
Road vehicles and parts, and aircraft parts	404·3	21·3	5	467·4	23·6	5
Clothing, footwear, travel goods and handbags	46·0	7·6	17	47·6	10·0	21
Scientific instruments, photographic and optical goods, watches and clocks	56·1	13·4	24	62·9	17·5	28
All other goods	1,648·6	43·7	3	1,631·7	54·1	3
Total	3,681·5	219·7	6	3,791·8	235·0	6

Table 3 – Commodity Composition of Imports

	1961			1962		
	Total Imports	Imports by Air		Total Imports	Imports by Air	
	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports
Hides, skins, and fur skins, undressed	46·8	8·5	18	46·4	10·8	23
Metalliferous ores and metal scrap	143·7	5·9	4	120·7	6·3	5
Miscellaneous animal and vegetable crude materials	37·7	1·7	5	37·4	1·8	5
Chemicals	167·3	8·2	5	171·6	9·2	5
Leather, leather manufactures, dressed furs	28·0	2·7	10	25·1	3·1	13
Wool or hair yarns, woollen and worsted woven fabrics	14·6	4·1	28	13·6	3·4	25
Cotton yarns and woven fabrics	72·5	5·9	8	57·2	5·9	10
Man-made fibres and woven fabrics	15·3	3·5	23	17·9	4·3	24
Miscellaneous textile manufactures	44·0	6·6	15	45·5	6·1	14
Silver, platinum and jewellery	28·2	3·3	12	21·8	3·7	17
Manufactures of metal	37·8	4·0	11	37·6	4·2	11
Machinery other than electric	251·5	48·4	19	251·6	53·5	21
Electric machinery, apparatus and appliances	65·5	26·5	40	75·8	32·0	42
Road vehicles and parts, and aircraft parts	31·2	7·2	23	33·3	9·5	29
Clothing, footwear, travel goods and handbags	67·2	21·7	32	74·2	21·7	29
Scientific instruments, photographic and optical goods, watches and clocks	43·0	18·0	42	44·6	19·1	43
All other goods	3,300·8	26·9	1	3,417·5	31·9	1
Total	4,395·1	202·9	5	4,492·0	226·5	5

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U.K. Trade by Air (*Continued*)

Table 4 – Commodity Composition of Re-exports

	1961			1962		
	Total Re-exports	Re-exports by Air		Total Re-exports	Re-exports by Air	
	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports
Hides, skins and fur skins, undressed	22·1	8·1	37	27·6	12·8	46
Leather, leather manufactures and dressed furs	2·9	1·2	41	2·8	1·2	42
Silver, platinum and jewellery	5·5	0·4	6	7·5	2·9	39
Machinery other than electric	13·4	7·5	56	17·8	11·1	63
Electric machinery, apparatus and appliances	5·7	3·7	66	6·4	4·4	70
Scientific instruments, photographic and optical goods, watches and clocks	2·7	1·8	66	3·2	2·1	67
All other goods	106·3	7·5	7	92·5	6·5	7
Total	158·6	30·1	19	157·7	41·1	26

Table 5 – Imports from and United Kingdom Exports and Re-exports to Selected Countries

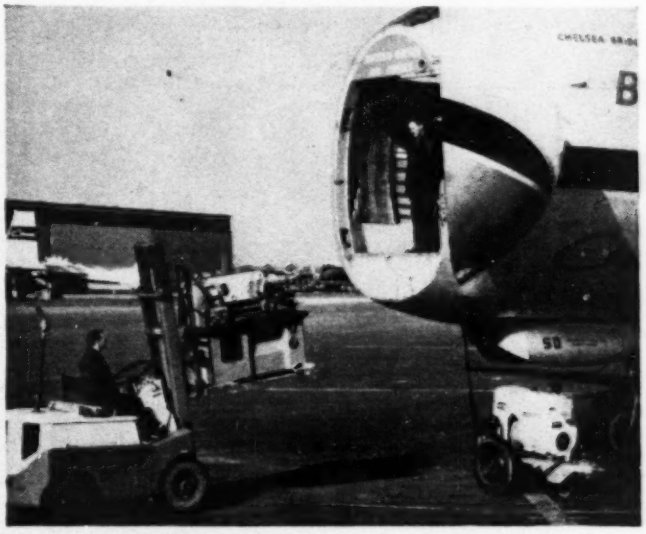
	Imports						Exports						Re-exports					
	1961			1962			1961			1962			1961			1962		
	Total Imports	Imports by Air		Total Imports	Imports by Air		Total Exports	Exports by Air		Total Exports	Exports by Air		Total Re-exports	Re-exports by Air		Total Re-exports	Re-exports by Air	
	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. c.i.f.	£m. c.i.f.	Per cent of Total Imports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports	£m. f.o.b.	£m. f.o.b.	Per cent of Total Re-exports
Sweden	160·7	4·1	2·5	157·2	4·2	2·7	141·2	5·7	4·0	154·3	6·4	4·2	3·8	0·3	7·1	4·0	0·6	14·2
Denmark	142·0	1·8	1·2	152·1	2·3	1·5	91·9	2·5	2·7	103·5	2·6	2·5	1·6	0·2	10·0	1·9	0·1	7·6
Netherlands	172·5	10·3	6·0	197·5	10·4	5·3	137·6	13·1	9·5	151·0	13·5	8·9	6·5	0·6	8·7	7·5	0·7	9·7
Western Germany	194·3	23·9	12·3	193·6	23·2	12·0	171·2	16·1	9·4	199·3	20·2	10·1	21·7	5·0	23·1	25·6	8·2	31·9
Belgium	64·8	7·7	11·8	72·6	7·4	10·2	77·2	5·5	7·2	91·9	6·3	6·9	4·1	0·8	18·8	4·7	0·9	18·4
France	142·8	24·4	17·1	131·4	27·2	20·7	112·2	28·5	25·4	138·1	31·5	22·8	12·0	4·0	33·6	14·3	7·0	48·6
Switzerland	48·5	13·8	28·5	52·5	15·4	29·3	52·9	5·9	11·1	63·8	6·1	9·5	5·8	1·7	30·1	4·5	1·7	37·2
Italy	102·1	14·9	14·6	112·9	14·9	13·2	114·5	12·4	10·8	138·8	13·8	9·9	8·4	2·0	23·9	9·4	3·2	33·9
Irish Republic	145·8	8·2	5·6	138·8	8·6	6·2	133·1	8·5	6·4	135·2	11·1	8·2	6·4	0·5	8·3	6·9	0·5	7·6
United States of America	484·4	44·5	9·2	476·7	57·8	12·1	280·4	37·8	13·5	327·0	41·8	12·8	17·7	8·6	48·3	20·5	10·0	48·7
Canada	349·4	7·1	2·0	349·3	7·7	2·2	221·8	26·3	11·9	187·9	16·9	9·0	6·4	1·8	27·4	6·4	1·8	28·0
Republic of South Africa	103·3	6·6	6·4	103·0	7·0	6·8	147·0	2·1	1·4	146·4	2·5	1·7	1·7	0·3	18·7	2·0	0·3	13·7
India	144·9	4·6	3·1	136·0	3·2	2·4	151·8	4·9	3·2	116·4	4·3	3·7	1·1	0·2	17·6	1·7	0·8	50·2
Australia	174·1	1·8	1·1	185·3	1·9	1·0	201·1	3·7	1·9	228·6	4·8	2·1	1·9	0·3	16·3	2·2	0·3	15·4
Total of above Countries	2,429·6	173·6	7·1	2,459·1	191·3	7·8	2,033·9	173·0	8·5	2,182·3	181·8	8·3	99·3	26·2	26·4	111·7	36·0	32·3
All other Countries	1,965·5	29·2	1·5	2,032·9	35·2	1·7	1,647·6	46·7	2·8	1,609·5	53·2	3·3	59·3	3·8	6·5	46·1	5·0	11·0
Grand Total	4,395·1	202·9	4·6	4,492·0	226·5	5·0	3,681·5	219·7	6·0	3,791·8	235·0	6·2	158·6	30·1	19·0	157·7	41·1	26·0

Table 6 – Imports from and United Kingdom Exports and Re-exports to Various Areas

	Imports by Air		Exports by Air		Re-exports by Air	
	1961	1962	1961	1962	1961	1962
	£m. c.i.f.	£m. c.i.f.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.	£m. f.o.b.
Sterling Area	30·6	33·2	36·2	42·3	2·3	3·0
North America	51·7	65·5	64·3	59·0	10·3	11·8
Latin America	2·5	2·5	3·6	4·9	0·3	0·9
Western Europe	107·7	113·3	98·4	111·0	16·0	24·1
Middle East (except Sterling Middle East Countries)	4·9	5·9	10·3	9·8	0·4	0·6
Soviet Union and Eastern Europe	3·0	3·2	2·0	2·0	0·1	0·1
Rest of World	2·5	2·9	4·9	6·0	0·6	0·6
Total	202·9	226·5	219·7	235·0	30·1	41·1

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, *Board of Trade Journal*, Room 2410, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 2192). Telegrams and cables should be addressed 'Boneblack, London.'



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Further Fall in Industry's Capital Expenditure in First Quarter of 1963

PROVISIONAL RESULTS for the first quarter of 1963 show that the volume of industry's capital expenditure (at 1958 prices and after seasonal adjustment) declined by about 4 per cent from its level in the final quarter of 1962. Thus the succession of decreasing total expenditure figures in this series, which began after the middle of 1961 and persisted throughout 1962, continued in the first quarter of 1963. This further decline reflects a reduction of nearly 6 per cent both in expenditure on new building work and in expenditure on plant and machinery, only slightly offset by a rise of about 4 per cent in expenditure on vehicles. A fall of about 7 per cent in the expenditure of manufacturing industry was accompanied by no change in the expenditure of the distributive and service industries. Throughout industry, the abnormally cold weather experienced in the early months of the year probably affected work done on capital projects and deliveries of capital goods – especially as regards new building work. The extent to which this exceptional weather affected expenditure charged to capital account during the quarter cannot be estimated, but the recorded fall (as adjusted to allow for normal seasonal factors only) would probably have been smaller in the absence of such severe weather.

The figures in these seasonally adjusted series have been revised since they were last published, as is more fully explained below. The layout and content of the tables have also both been altered to provide more industry detail on a seasonally adjusted basis.

Manufacturing Industry

Provisional estimates for the first quarter of 1963 show that capital expenditure by manufacturing industry fell (at 1958 prices and after seasonal adjustment) by about 7 per cent, between the fourth quarter of 1962 and the first quarter of 1963. This fall probably reflects, to some extent, the abnormal climatic conditions experienced during the opening months of the year, but in the case of manufacturing industry the effect of the weather is not thought likely to have been great, as the main contribution to the fall between the fourth quarter of 1962 and the first quarter of 1963 was in expenditure on plant and machinery (down by some 9 per cent – at 1958 prices seasonally adjusted), rather than on new building work (where the fall in expenditure was one of about 4 per cent only). Expenditure on vehicles rose, but the figures involved are relatively small.

Detailed figures for individual industry groups will, as usual, not become avilable for the first quarter of the year until the final article – due to appear in the *Board of Trade Journal* of July 12, 1963. The provisional figures suggest, however, that the bulk of the 7 per cent decline in the capital expenditure of manufacturing industry was in the metal manufacturing (primarily the iron and steel) sector. Although widespread, the decline in expenditure was not universally experienced throughout industry, and it seems likely that there was some increase in expenditure in the "engineering, ship-building and metal goods" and in the "vehicles" groups of industries.

Distributive and Service Industries

It is provisionally estimated that the volume (at 1958 prices) of fixed capital expenditure by the distributive and service industries was the same in the first quarter of 1963 as in the fourth quarter of 1962, after allowance is made for seasonal factors. Expenditure on new building work fell by 8 per cent, offset by increases of 4 and 5 per cent, respectively, in expenditure on vehicles (which includes expenditure on ships) and on plant and machinery. Expenditure in this quarter, particularly on new building work, seem likely to have reflected, in some degree, the exceptionally cold weather experienced in the early months of the year.

Further details of the expenditure by separate industry groups will not be given until the final first quarter article to be published in the *Board of Trade Journal* of July 12, 1963; provisional indications are, however, that there was little change in expenditure between the two quarters, after allowing for seasonal factors, in any of the four industry groups show in Table 3.

Revised Seasonally Adjusted Series

As explained in the *Board of Trade Journal* of December 14, 1962, the method of seasonal adjustment used in calculating these series is now a variant of Univac Method II, as developed by J. Shiskin of the United States Bureau of the Census. The complexity of the technique involved in calculating seasonal adjustments in this

Table 1. Industry's Fixed Capital Expenditure at 1958 Prices Seasonally Adjusted (a) £ million

Period	Analysis by Industrial Sectors		Total	Analysis by Type of Asset		
	Manufacturing Industry (b)	Distributive and Service Industries (c)		New Building Work	Vehicles	Plant and Machinery
1958	922	699	1,621	449	378	794
1959	871	795	1,666	457	422	787
1960	1,016	869	1,885	530	469	886
1961	1,195	923	2,118	634	445	1,039
1962	1,059	865	1,924	620	370	934
1958 1st quarter	233	181	414	112	99	203
2nd quarter	232	166	398	113	90	195
3rd quarter	232	175	407	113	95	199
4th quarter	225	177	402	111	94	197
1959 1st quarter	215	175	390	108	93	189
2nd quarter	216	207	423	112	111	200
3rd quarter	212	196	408	111	101	196
4th quarter	228	217	445	126	117	202
1960 1st quarter	238	217	455	130	115	210
2nd quarter	244	220	464	130	119	215
3rd quarter	261	212	473	133	115	225
4th quarter	273	220	493	137	120	236
1961 1st quarter	286	234	520	147	121	252
2nd quarter	302	226	528	160	107	261
3rd quarter	308	238	546	162	116	268
4th quarter	299	225	524	165	101	258
1962 1st quarter	285	211	496	158	92	246
2nd quarter	274	222	496	159	96	241
3rd quarter	252	221	473	161	89	223
4th quarter	248	211	459	142	93	224
1963 1st quarter	231	211	442	134	97	211

The total of manufacturing industry and of the distributive and service industries covers a wide sector of the economy, accounting – after exclusion of dwellings – for 56 per cent of total capital expenditure in 1960. The total comprises most industries and services outside agriculture, forestry and fishing, coal mining, public utilities, the public transport corporations and public administration. The excluded parts are, except for agriculture, very largely in the public sector of the economy and though some public expenditure is included, it is small; the figures are therefore very largely representative of the trend of expenditure of private industry and busin ss.

For other footnotes, see end of article.

Industry's Capital Expenditure (*Continued*)

Table 2. Fixed Capital Expenditure of Manufacturing Industry at 1958 Prices Seasonally Adjusted (a) (b) (d)

£ million

Period	Analysis by Industry Group									Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering Shipbuilding and Metal Goods	Vehicles	Textiles, Leather and Clothing	Paper Printing and Publishing	Other Manufacturing Industries	Total All Manufacturing Industries			
	Standard Industrial Classification Orders											
	III	IV	V	VI, VII and IX	VIII	X to XII	XV	XIII, XIV and XVI	III to XVI	New Building Work	Vehicles	Plant and Machinery
1958	112·6	197·0	143·5	204·8	69·8	63·6	65·2	65·1	921·6	247·0	52·5	622·1
1959	106·5	169·0	129·7	200·8	69·0	66·5	60·3	69·1	870·9	223·8	57·2	589·9
1960	128·5	149·8	186·1	228·9	78·3	85·2	67·8	91·6	1,016·2	263·5	75·3	677·4
1961	136·9	185·6	242·4	250·5	104·2	101·5	74·4	99·7	1,195·2	318·2	71·9	805·1
1962	131·5	175·4	209·7	207·2	97·1	79·5	70·6	87·5	1,058·5	292·3	61·5	704·7
1958 1st quarter	28·7	50·5	36·1	51·2	16·8	16·5	17·2	16·0	233·0	62·4	13·3	157·3
2nd quarter	28·4	47·9	35·8	54·0	17·5	14·9	17·3	15·8	231·6	65·4	13·0	153·2
3rd quarter	28·6	49·3	36·6	50·7	17·6	17·4	15·3	16·2	231·7	60·9	13·4	157·4
4th quarter	26·9	49·3	35·0	48·9	17·9	14·8	15·4	17·1	225·3	58·3	12·8	154·2
1959 1st quarter	25·2	47·2	30·1	49·3	18·5	13·6	15·3	15·8	215·0	55·4	13·8	145·8
2nd quarter	28·0	43·8	31·3	49·3	16·1	15·2	15·2	16·6	215·5	53·3	14·2	148·0
3rd quarter	27·3	36·8	34·2	49·2	15·1	17·2	14·7	18·0	212·5	53·1	13·7	145·7
4th quarter	26·0	41·2	34·1	53·0	19·3	20·5	15·1	18·7	227·9	62·0	15·5	150·4
1960 1st quarter	30·2	37·6	39·2	55·8	15·5	20·8	17·4	22·3	238·8	63·1	17·2	158·5
2nd quarter	31·5	35·6	42·3	55·9	19·5	21·7	15·4	21·9	243·8	62·4	18·5	162·9
3rd quarter	33·4	37·9	51·3	57·9	21·5	20·1	16·7	22·0	260·8	69·3	18·8	172·7
4th quarter	33·4	38·7	53·3	59·3	21·8	22·6	18·3	25·4	272·8	68·7	20·8	183·3
1961 1st quarter	33·9	43·1	59·4	60·8	24·6	23·8	16·8	23·7	286·1	74·3	19·0	192·8
2nd quarter	34·8	45·9	62·1	64·0	25·7	25·2	17·7	26·8	302·2	80·8	19·0	202·4
3rd quarter	34·0	48·7	61·4	63·3	27·3	27·9	20·6	24·9	308·1	80·4	17·8	209·9
4th quarter	34·2	47·9	59·5	62·4	26·6	24·6	19·3	24·3	298·8	82·7	16·1	200·0
1962 1st quarter	33·4	47·0	55·7	57·5	25·6	24·1	18·4	22·9	284·6	79·5	16·3	188·8
2nd quarter	32·3	45·8	57·5	53·4	23·6	20·9	18·2	22·7	274·4	77·2	14·8	182·4
3rd quarter	32·1	41·4	44·7	51·0	25·6	17·7	17·5	21·8	251·8	71·3	15·0	165·5
4th quarter	33·7	41·2	51·8	45·3	22·3	16·8	16·5	20·1	247·7	64·3	15·4	168·0
1963 1st quarter									230·5	61·6	16·7	152·2

Table 3. Fixed Capital Expenditure of the Distributive and Service Industries at 1958 Prices Seasonally Adjusted (a) (c) (d)

£ million

Period	Analysis by Industry Group					Analysis by Type of Asset		
	Wholesale Distribution	Retail Distribution	Shipping	Other Industries	Total			
	Standard Industrial Classification							
	810, 831, 832	820	704	XVII, Part of XIX, XXI, Part of XXII and XXIII	XVII, Part of XIX, XX, XXI, Part of XXII and XXIII	Building work	Vehicles	Plant and Machinery
1958	73	130	147	349	699	202	326	171
1959	88	163	161	383	795	234	364	197
1960	96	175	158	440	869	266	394	209
1961	101	198	128	496	923	316	373	234
1962	97	219	102	447	865	328	308	229
1959 1st quarter	22	38	36	79	175	53	79	43
2nd quarter	22	40	46	99	207	58	97	52
3rd quarter	22	41	35	89	196	59	87	50
4th quarter	22	44	44	107	217	64	101	52
1960 1st quarter	20	44	39	114	217	67	98	52
2nd quarter	25	44	42	109	220	67	101	52
3rd quarter	25	42	40	105	212	64	96	52
4th quarter	26	45	37	112	220	68	99	53
1961 1st quarter	27	44	39	124	234	73	102	59
2nd quarter	26	48	27	125	226	79	88	59
3rd quarter	25	53	32	128	238	82	98	58
4th quarter	23	53	30	119	225	82	85	58
1962 1st quarter	22	57	26	106	211	78	76	57
2nd quarter	23	55	31	113	222	82	81	59
3rd quarter	27	54	22	118	221	90	74	57
4th quarter	25	53	23	110	211	78	77	56
1963 1st quarter					211	72	80	59

(*Continued on next page*)

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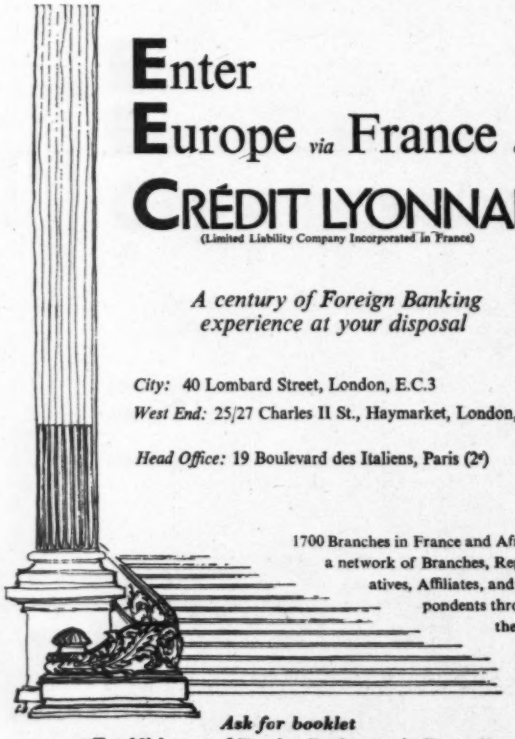

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Industry's Capital Expenditure (*Continued*)

way necessitates the use of an electronic computer and revisions of the seasonally adjusted series are carried out only at infrequent intervals. Since the seasonal adjustment factors were last calculated a year ago, the basic data for a number of years has been altered to take account of the results of the Census of Production and the Inquiry into the Distributive and Service Trades for 1961 – as well as of changes in the figures for manufacturing industry in earlier years arising from the publication of the Summary Tables of the Census of Production for 1958. Additionally, more industry detail has been used in the calculations for the distributive and service industries than was previously the case. The effect of these alterations is to change the seasonal adjustment factors in all years, although the main changes are confined to recent years.

The occasion of this latest revision of the seasonally adjusted series has been taken to commence publication, in Tables 2 and 3, of seasonally adjusted figures for individual groups of industries. Although these figures are thought likely to help in interpreting the movements in the total figures, it must nevertheless be emphasised that the margin of error in the individual industry group figures is substantially greater than in the larger total aggregates. Because of the considerable margin of error in the figures for individual industry groups, great care should be taken in drawing conclusions from the quarter to quarter movement of these figures.

Table 4. Industry's Fixed Capital Expenditure at Current Prices (a)

£m.

Period	Manufacturing Industry (b)	Distributive and Service Industries (c)	Total
1958	922	699	1,621
1959	867	786	1,653
1960	1,021	857	1,878
1961	1,239	926	2,165
1962	1,126	895	2,021
1958 1st quarter	221	182	403
2nd quarter	227	161	388
3rd quarter	230	165	395
4th quarter	244	191	435
1959 1st quarter	203	175	378
2nd quarter	209	202	411
3rd quarter	212	180	392
4th quarter	243	229	472
1960 1st quarter	221	211	432
2nd quarter	236	211	447
3rd quarter	271	199	470
4th quarter	293	236	470
1961 1st quarter	273	231	504
2nd quarter	304	221	525
3rd quarter	331	229	560
4th quarter	331	245	576
1962 1st quarter	281	213	494
2nd quarter	285	225	510
3rd quarter	277	225	502
4th quarter	283	232	515
1963 1st quarter	231	214	445

Notes:

(a) Expenditure on vehicles (including ships) and plant and machinery less receipts from sales of these assets, and on new building work.

(b) Standard Industrial Classification Orders III to XVI.

(c) Standard Industrial Classification Order XVII (Construction); XIX (Transport and Communication) excluding 701 – Railways, 705 – Port and Inland Water Transport, 706 – Air Transport and 707 – Postal Services and Telecommunications; XX (Distributive Trades); XXI (Insurance, Banking and Finance) excluding savings departments of the Post Office and Trustee Savings Banks; XXII (Professional and Scientific Services) excluding 872 – Educational Services and 874 – Medical and Dental Services; and XXIII (Miscellaneous Services).

(d) Care should be taken in using the quarterly industry group figures in Tables 2 and 3 because of the margins of error involved in the seasonal adjustments.

Rubber Trade Directory

'The Rubber Trade Directory of Great Britain 1963' sets out to be a classified guide to all sections of the industry and to suppliers of raw materials, equipment and machinery. Copies: Maclaron and Sons Ltd., P.O. Box No. 109, Davis House, 69-77 High Street, Croydon, Surrey. Price £4 4s. (by post £4 6s. 6d.).

Increase in Industry's Stocks in the First Quarter of 1963

IT IS provisionally estimated that the volume (at 1958 prices) of stocks held by manufacturers and distributors rose by £52m. in the first quarter of 1963, after allowance is made for seasonal factors. This increase is larger than in recent quarters when, following the heavy stock building that occurred between the autumn of 1959 and the summer of 1961, increases in stocks have been on a fairly modest scale. Manufacturers' stocks rose by £63m., while stocks held by wholesalers and retailers fell by £11m. The figures in these seasonally adjusted series have been revised since they were last published, as is more fully explained below. The layout and content of the tables have also both been altered to provide more industry detail on a seasonally adjusted basis.

Manufacturers' Stocks

Provisional estimates for the first quarter of 1963 show that the total volume of manufacturers' stocks and work in progress (at 1958 prices) rose, after seasonal adjustment, by £63m., or by more than 1 per cent, in marked contrast to the fall of £7m. in the previous quarter and the smaller increases in the second and third quarters of last year. Increases in both work in progress and in stocks of finished goods were only slightly offset by a small fall in the stocks of materials and fuel held by manufacturers. There is no evidence as to what effect, if any, the bad weather experienced during the quarter had on these figures.

Detailed figures for individual sectors of industry will, as usual, not become available for the first quarter of the year until the final article – due to appear in the *Board of Trade Journal* of July 12, 1963. The provisional figures suggest, however, that most of the increase over the quarter was due, after allowing for seasonal factors, to an increase in the stocks and work in progress of the "engineering, shipbuilding and vehicles" group of industries.

Table 1. Changes in the Volume of Industry's Stocks at 1958 Prices, Seasonally Adjusted (a)

£ million

Period	Manufacturing (b)	Wholesale Distribution (c)	Retail Distribution (d)	Total (e)
Level of stocks at December 31, 1959	4,952	810	946	6,708
1958	+ 37	+14	+16	+ 67
1959	+ 73	+15	+49	+137
1960	+520	+48	+37	+605
1961	+230	+36	+ 4	+270
1962	+ 42	— 4	+40	+ 78
1958 1st quarter	+ 39	— 5	— 3	+ 31
2nd quarter	+ 7	—11	— 8	— 12
3rd quarter	+ 10	+19	+20	+ 49
4th quarter	— 19	+11	+ 7	— 1
1959 1st quarter	+ 2	+16	—14	+ 4
2nd quarter	— 10	+ 6	+23	+ 19
3rd quarter	+ 23	— 2	+17	+ 38
4th quarter	+ 58	— 5	+23	+ 76
1960 1st quarter	+ 99	+ 5	+18	+122
2nd quarter	+136	+12	+18	+166
3rd quarter	+148	+16	+ 2	+166
4th quarter	+137	+15	— 1	+151
1961 1st quarter	+ 79	+35	+ 8	+122
2nd quarter	+ 60	+19	+11	+ 90
3rd quarter	+ 46	—13	— 8	+ 25
4th quarter	+ 45	— 5	— 7	+ 33
1962 1st quarter	— 4	—10	+13	— 1
2nd quarter	+ 35	— 6	— 8	+ 21
3rd quarter	+ 18	+13	+10	+ 41
4th quarter	— 7	— 1	+25	+ 17
1963 1st quarter	+ 63	— 8	— 3	+ 52

Wholesalers' Stocks

Provisional estimates of the volume of stocks held by wholesalers show a fall of £8m. after allowing for seasonal factors, continuing the rather indecisive movements of recent quarters. Details of the changes in the volume of stocks held by the three main groups of wholesalers will not be published until the final first quarter article in the *Board of Trade Journal* of July 12, 1963. Provisional figures indicate, however, that the volume of stocks held by dealers in coal, builders' materials, etc. (Standard Industrial Classification, Minimum List Heading 831) rose during the quarter, after allowing for seasonal factors, this fall being more than offset by rises in stocks held by wholesale distributors and dealers in industrial materials and machinery (Minimum List Headings 810 and 832).

Retailers' Stocks

The volume (at 1958 prices) of retailers' stocks remained unchanged during the first quarter of 1963 after allowing for seasonal factors, the recorded fall of £3m. being regarded as insignificant.

Revised Seasonally Adjusted Series

As explained in the *Board of Trade Journal* of December 14, 1962, the method of seasonal adjustment used in calculating the seasonally adjusted series for manufacturers' and wholesalers' stocks is now a variant of Univac Method II, as developed by J. Shiskin of the United States Bureau of the Census. The complexity of the technique involved in calculating seasonal adjustments in this way necessitates the use of an electronic computer and revisions of the seasonally adjusted series are only carried out at infrequent intervals. Since the seasonal adjustment factors were last calculated a year ago, the basic data for a number of years have been altered to take account of the results of the Census of Production and the Inquiry into the Distributive and Service Trades for 1961 – as well as of changes in the figures for manufacturing industry in earlier years arising from the publication of the Summary Tables of the Census of Production for 1958. The effect of these alterations is to change the seasonal adjustment factors in all years, although the main changes are confined to recent years. In addition the series of retailers' stocks have been adjusted by this method for the first time.

(*Continued on page* 1397)

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Industry's Stocks (*Continued*)

Table 2. Changes in the Volume (at 1958 Prices, seasonally adjusted) of Stocks Held by Manufacturing Industry (a) (b) (f) £ m.

Period	Analysis by Industry Group							Analysis by Type of Asset		
	Food, Drink and Tobacco	Chemicals and Allied Industries	Metal Manufacture	Engineering, Shipbuilding and Vehicles	Textiles, Leather and Clothing	Other Manufacturing Industries	Total All Manufacturing Industries	Materials and fuel	Work in progress	Finished goods
	Standard Industrial Classification Orders									
	III	IV	V	VI-IX	X-XII	XIII-XVI	III-XVI			
Level of Stocks at December 31, 1959	720	456	384	2,295	606	491	4,952	1,940	1,785	1,227
1958	— 6	+ 9	—10	+ 32	+ 5	+ 7	+ 37	— 91	+ 27	+101
1959	+26	+31	—10	+ 36	—12	+ 2	+ 73	+ 16	+ 47	+ 10
1960	+52	+41	+73	+250	+42	+62	+520	+225	+127	+168
1961	+18	+15	+ 7	+134	+23	+33	+230	+ 51	+ 84	+ 95
1962	+38	+ 8	—22	+ 36	— 8	—10	+ 42	— 55	+ 54	+ 43
1958 1st quarter	—19	— 1	+ 9	+ 33	+10	+ 7	+ 39	— 21	+ 26	+ 34
2nd quarter	+ 3	— 2	+ 2	+ 8	— 7	+ 3	+ 7	— 43	— 5	+ 55
3rd quarter	+ 3	+ 5	—18	+ 24	— 4	N/C	+ 10	— 15	+ 11	+ 14
4th quarter	+ 7	+ 7	— 3	— 33	+ 6	— 3	— 19	— 12	— 5	— 2
1959 1st quarter	+ 9	+12	— 8	— 11	— 3	+ 3	+ 2	— 4	+ 2	+ 4
2nd quarter	+14	+ 5	N/C	— 13	—13	— 3	— 10	+ 12	N/C	— 22
3rd quarter	+ 2	+ 4	— 5	+ 22	— 3	+ 3	+ 23	— 5	+ 19	+ 9
4th quarter	+ 1	+10	+ 3	+ 38	+ 7	— 1	+ 58	+ 13	+ 26	+ 19
1960 1st quarter	+ 3	— 2	+16	+ 56	+16	+10	+ 99	+ 47	+ 24	+ 28
2nd quarter	+15	+16	+14	+ 64	+12	+15	+136	+ 62	+ 37	+ 37
3rd quarter	+10	+16	+28	+ 55	+24	+15	+148	+ 70	+ 23	+ 55
4th quarter	+24	+11	+15	+ 75	—10	+22	+137	+ 46	+ 43	+ 48
1961 1st quarter	+ 4	+ 7	+13	+ 28	+ 8	+19	+ 79	+ 34	+ 40	+ 5
2nd quarter	N/C	+ 7	+ 1	+ 24	+11	+17	+ 60	+ 18	+ 17	+ 25
3rd quarter	+11	+ 4	— 6	+ 33	N/C	+ 4	+ 46	+ 12	+ 15	+ 19
4th quarter	+ 3	— 3	— 1	+ 49	+ 4	— 7	+ 45	— 13	+ 12	+ 46
1962 1st quarter	+ 4	— 4	— 9	+ 12	N/C	— 7	— 4	— 19	N/C	+ 15
2nd quarter	+18	N/C	— 4	+ 26	N/C	— 5	+ 35	+ 2	+ 26	+ 7
3rd quarter	+ 8	+ 7	—10	+ 19	— 5	— 1	+ 18	— 23	+ 22	+ 19
4th quarter	+ 8	+ 5	+ 1	— 21	— 3	+ 3	— 7	— 15	+ 6	+ 2
1963 1st quarter							+ 63	— 16	+ 37	+ 42

Table 3. Changes in the Volume (at 1958 Prices, seasonally adjusted) of Stocks Held by Distributors (a) (f) £ million

S.I.C. M.L.H.			1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of stocks at December 31, 1959
810	Wholesale distributors	1959	+13	+ 1	—13	+ 9	+10	548
		1960	+ 5	+ 9	+11	+ 1	+26	
		1961	+30	+10	— 7	— 7	+26	
		1962	—11	—11	+ 6	+ 4	—12	
		1963						
831	Dealers in coal, builders materials, etc.	1959	— 1	+ 4	+ 6	— 4	+ 5	77
		1960	— 1	+ 2	+ 1	+ 2	+ 4	
		1961	+ 1	+ 1	— 1	— 1	N/C	
		1962	+ 2	+ 1	+ 1	+ 4	+ 8	
		1963						
832	Dealers in industrial materials and machinery	1959	+ 4	+ 1	+ 5	—10	N/C	185
		1960	+ 1	+ 1	+ 4	+12	+18	
		1961	+ 4	+ 8	— 5	+ 3	+10	
		1962	— 1	+ 4	+ 6	— 9	N/C	
		1963						
	Total wholesalers	1959	+16	+ 6	— 2	— 5	+15	810
		1960	+ 5	+12	+16	+15	+48	
		1961	+35	+19	—13	— 5	+36	
		1962	—10	— 6	+13	— 1	— 4	
		1963	— 8					

Industry's Stocks (*Continued*)

Table 4. Changes in the Value (at Book Values) of Stocks Held by Manufacturers and Distributors (a) £ m.

		1st quarter	2nd quarter	3rd quarter	4th quarter	Year	Level of Stocks at December 31, 1959
Manufacturing (b)	1958	+ 54	+ 22	— 27	— 28	+ 21	
	1959	+ 27	+ 13	+ 17	+ 80	+137	5,048
	1960	+128	+181	+128	+161	+598	
	1961	+112	+104	+ 47	+ 55	+318	
	1962	+ 10	+ 32	+ 17	+ 35	+ 94	
	1963	+ 71					
Wholesale distribution (c)	1958	— 8	— 8	+ 37	— 15	+ 6	
	1959	+ 17	+ 5	+ 25	— 25	+ 22	819
	1960	+ 7	+ 18	+ 52	— 22	+ 55	
	1961	+ 44	+ 20	+ 15	— 36	+ 43	
	1962	+ 5	— 1	+ 32	— 30	+ 6	
	1963	+ 8					
Retail distribution (d)	1958	+ 36	— 16	+ 5	— 4	+ 21	
	1959	+ 20	+ 22	— 3	+ 6	+ 45	945
	1960	+ 68	+ 15	— 19	— 20	+ 44	
	1961	+ 73	+ 19	— 29	— 27	+ 36	
	1962	+ 87	— 5	— 13	— 1	+ 68	
	1963	+ 74					
Total (e)	1958	+ 82	— 2	+ 15	— 47	+ 48	
	1959	+ 64	+ 40	+ 39	+ 61	+204	6,812
	1960	+203	+214	+161	+118	+696	
	1961	+229	+143	+ 33	— 8	+397	
	1962	+102	+ 26	+ 36	+ 4	+168	
	1963	+153					

Notes relating to Tables 1-4.

(a) The estimates are shown to the nearest £m., but should not be regarded as accurate to this degree.

(b) Standard Industrial Classification Orders III-XVI.

(c) S.I.C. Minimum List Headings 810, 831, 832.

(d) S.I.C. Minimum List Heading 820.

(e) S.I.C. Orders III-XVI and XX.

(f) Care should be taken in using the quarterly industry group figures in Tables 2 and 3 because of the margins of error involved in the seasonal adjustments.

(*Continued from page* 1395)

The occasion of this latest revision of the seasonally adjusted series has been taken to commence publication, in Tables 2 and 3, of the seasonally adjusted figures for individual groups of industries. Although these figures are thought likely to help in interpreting the movements in the total figures, it must nevertheless be emphasised that the margin of error in the individual industry group figures is substantially greater than in the larger total aggregates. Because of the considerable margin of error in the figures for individual industry groups, great care should be taken in drawing conclusions from the quarter to quarter movement of these figures.

Export Opportunities for U.K. Traders

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the *Board of Trade Journal* under the heading 'Information for United Kingdom Exporters'. Fuller information is also provided in the *Export Service Bulletin*, which is published three times a week, with a weekly supplement, by the Export Services Branch of the Board of Trade.

Registrations of British and Foreign Films

THE FOLLOWING are details of films registered by the Board of Trade under the Films Act, 1960, during the week ended Friday, June 14, 1963.

Title of Film	Registered in the Name of	Maker's Name	Registered No.	Playing Time Minutes	Date of Registration
		BRITISH			
Look at Life Series 17:					
Back-Room of the Sky	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.	Br/E 28614	9	June 10
Pescadores	Columbia Pictures Corporation Ltd.	Carrickford Productions Ltd.	Br/E 28616	18	June 13
Land of the Leprechaun	" "	Peter Bryan Productions Ltd.	Br/E 28617	15	June 13
Wonderful Sardinia	" "	B.M. Productions Limited	Br/E 28618	18	June 13
Pathe News 63-47	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.	Br/E 28030	11	June 14
Pathe News 63-48	" "	" "	Br/E 28031	9	June 14
Movietone News 1774A	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.	Br/E 27977	7	June 14
Movietone News 1775	" " "	" "	Br/E 27978	7	June 14
		FOREIGN			
The Ugly American	Rank Film Distributors Ltd.	Universal International Films Inc.	F 28613	120	June 10
He, She or It!	Sebricon Productions Ltd.	Franco-Africalne Productions	F 28615	100	June 11
Just a Wolf at Heart	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 28619	7	June 13
A Fallible Fable	Columbia Pictures Corporation Ltd.	Columbia Pictures Corporation	F 28620	7	June 13

Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Textile Statistics in April

Output of the Wool Textile Industry

THE VOLUME of production in the wool textile industry in April was 2 per cent more than in the corresponding month last year.

Figures issued by the Wool Industry Bureau of Statistics show that, if allowance is made for the length of the working month, production of tops was 8 per cent more and deliveries of worsted yarn 1 per cent more than in April 1962. Deliveries of woven fabrics (excluding blankets) were 2 per cent less.

Compared with the same period last year, deliveries of worsted yarn in the months January-April was 2 per cent more but deliveries of woven fabrics (excluding blankets) were 3 per cent less.

Output of the Wool Textile Industry

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets (*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. sq. yds.	Mn. sq. yds.	Mn. sq. yds.
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1962 1st quarter	121·5	80·9	75·0	60·7	40·9	43·5	8·1
2nd quarter	113·2	73·1	76·0	56·1	42·9	36·0	6·6
3rd quarter	97·4	63·9	66·0	52·4	44·4	33·0	8·1
4th quarter	116·3	76·9	73·0	60·1	47·5	39·7	10·0
1963 1st quarter	121·6	80·9	80·0	60·9	40·5	39·8	9·2
1962 February	37·7	25·2	..	19·1	12·7	13·8	2·4
March	41·4	28·0	..	20·2	13·2	14·4	2·5
April	35·8	22·9	..	17·6	11·6	11·0	2·0
1963 February	37·9	25·2	..	19·4	12·5	12·9	2·9
March	40·9	27·2	..	20·2	12·6	13·0	2·7
April		26·0	..	18·8	12·1	11·2	2·6

(*a*) Including hair. (*b*) Estimated. (*c*) Woven, woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

THIS BOOKLET entitled "New Business in Australia" has been specially compiled to assist companies considering the extension of their activities to Australia. Its contents include information on such questions as Company Law, Taxation, Import and Export Controls, Patents, Trade Marks, Finance etc. Copies of the booklet are available at any of our Offices. Please call, write or telephone. We are equipped to furnish any further information and details desired.

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Production in the Cotton Industry

THE VOLUME of production in the cotton industry in April was at about the same level as in April last year.

Statistics issued by the Cotton Board show that in the four months January-April output of single yarn was 2 per cent less and the yardage of cloth woven 8 per cent less than in the same period last year. The amount of yarn doubled was 9 per cent more.

Yarn and Cloth Production

(All figures are weekly averages)

	Single yarn (*a*)		Double yarn		Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lb.	Mn. lin. yds.	Mn. lin. yds.
1958†	11·91	2·86	3·07	1·32	27·0	11·3
1959	11·66	2·92	3·18	1·49	24·7	11·4
1960	11·46	2·98	3·30	1·66	24·9	11·9
1961	10·66	2·55	2·82	1·52	23·8	11·7
1962	9·46	2·30	2·50	1·64	20·1	10·9
1962 February	10·40	2·48	2·81	1·60	22·8	12·2
March	10·32	2·55	2·80	1·68	22·3	12·2
April	8·96	2·25	2·46	1·47	20·3	10·8
May*	10·28	2·56	2·71	1·67	22·3	11·7
June	8·87	2·19	2·43	1·54	20·7	10·7
July	7·56	1·76	2·18	1·63	13·7	8·2
August*	8·46	2·07	2·01	1·40	18·8	9·2
September	9·28	2·21	2·42	1·76	19·0	10·7
October*	10·13	2·47	2·62	1·81	20·3	11·4
November	10·34	2·49	2·69	1·90	20·7	11·5
December	8·73	2·15	2·28	1·69	17·8	9·9
1963 January*	9·58	2·37	2·52	1·99	19·3	11·0
February	9·90	2·50	2·56	2·10	20·2	11·5
March	9·94	2·57	2·68	2·10	20·4	11·8
April	8·96	2·30	2·48	1·99	19·0	10·8

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarn spun on condenser system and mixture yarns of cotton and cotton waste.
*Average of five weeks. †53-week period.

Orders in the Textile and Clothing Industries

THE VOLUME of orders on hand at the end of April 1963 in the textile and clothing industries considered as a group were slightly higher than at the end of March. Compared with a year earlier deliveries in April were 1 per cent more and the rate of receipt of net new orders 4 per cent more.

Sharp month to month changes in the rate at which orders are received, however, should not, by themselves, be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and Clothing Industries (a)
Index Numbers of the Volume of Total Orders and Deliveries (b)

	Orders-on-hand (end of period)	Net new orders (c)	Deliveries (c)
	April 1959 = 100	Average 1959 deliveries = 100	Average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	99	92	93
1962 1st quarter	98	91	96
2nd quarter	99	90	91
3rd quarter	92	83	89
4th quarter	100	103	97
1963 1st quarter*	100	96	95
1962 February	101	96	102
March	98	95	101
April	98	87	89
1963 February*	100	99	97
March*	100	104	103
April*	101	91	90

(a) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting section of the cotton and man-made fibre industries.
(b) At constant (average 1958) prices.
(c) These indices have been adjusted to allow for differences in the length of calendar months, but not for holidays or for any other seasonal variations.
*Provisional.

Government Surplus Sales by Auction

Air Ministry

1963	Stores	Location	Auctioneers
July 8	Two T.2 hangars, one Blister hangar, four Romney huts, 49 Seco huts, 13 Nissen huts, six by 12,000 gallon, three by 26,000 gallon fuel tanks.	Royal Air Force Station, Merryfield, Somerset	Rawlence & Squarey, Mansfield House, Silver Street, Taunton Somerset. (Tel. Taunton 81234/5).
July 11	Miscellaneous stores and equipment	No. 14 Maintenance Unit, Royal Air Force, Carlisle.	Harrison & Hetherington Ltd., Botchergate, Carlisle. (Tel. Carlisle 26292).
	The above sale will include radio and electrical spares, transformers, rectifiers, M.T. spares, aircraft instruments, radio receivers, electronic valves, engine cases, compasses, watches, clocks, paint, aluminium containers and general stores.		
Aug. 28	Miscellaneous stores and equipment	No. 16 Maintenance Unit, Royal Air Force, Stafford.	South & Stubbs, 28 Eastgate Street, Stafford. (Tel. Stafford 2331).
Sept. 12	Miscellaneous stores and equipment	No. 35 Maintenance Unit, Royal Air Force, Heywood, Lancs.	Brady & Son, 17 Warren Street, Stockport, Cheshire. (Tel. Stockport 2252).
Sept. 19	Miscellaneous stores and equipment	No. 25 Maintenance Unit, Royal Air Force, Hartlebury.	Nock & Joseland, Bank Buildings, Kidderminster, Worcs. (Tel. Kidderminster 2053).
Oct. 9	Miscellaneous stores and equipment	No. 7 Maintenance Unit, Royal Air Force, Quedgeley.	Bruton Knowles & Co., Albion Chambers, King Street, Gloucester. (Tel. Gloucester 21267).

Catalogues for the above sales may be obtained within fourteen days of the advertised date of sales, on application to the auctioneers. Catalogues for sales held at Maintenance Units cost 1s. 0d. each (*Postal Orders only*), all other catalogues free.

War Office

1963	Stores	Location	Auctioneers
June 25	Machine tools, plant, textiles, clothing and miscellaneous stores.	Northern Command Ordnance Sub-Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 50-52 Merrion Street, Leeds 2. (Tel. 20898).
July 2-4	Vehicles, earth moving, lifting equipment, trailers, motor cycles and plant spares:	W.D. Storage Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272).
	Approximately 1,600 items including 180 saloons, limousines, and estate cars (including Ford 'Anglias', 'Populars', Mk. II 'Consuls', Morris 'Minis' and 'Minors'); 140 Land Rovers (single lots); tractors by A.E.C., Diamond 'T', and Scammell; coaches, tippers, fire tenders, and many other types of load carrying and dual purpose vehicles; excavators by Koehring, Ruston Bucyrus, and Smith; crawler tractors and angledozers by Caterpillar, Fowler, and Vickers; mobile cranes by Browning, Coles, Jones, Hughes Keenan, Le Tourneau, Ransomes & Rapier, and Taylor; rooters and scraper by Le Tourneau; 8½ tons diesel road rollers by Aveling Barford; dumpers by Aveling Barford, Drayton, Johnston, Muir-Hill, and Thwaites; fork lift trucks by Coventry Climax, Ross, and Ransomes (electric); pile driving rig, bitumen layer, deep well pumps, hydro-loader by Gray; dua-loader by Bray; cable laying ploughs by Fraser and Fraser; concrete mixers, factory trucks, mobile fitted workshops, also plant ancillaries and spares by Allen Parsons, Bay City, Caterpillar, Fowler, Hyster, Koehring, La Plant Choate, Le Tourneau, Ransomes & Rapier, Ruston Bucyrus, and Smith; 130 tons of Land Rover ancillaries and spares; trailers 10 cwts. to 40 tons; mobile tankers 180 gallons to 2,500 gallons; 250 solo and combination motor cycles.		
July 9	Machine tools and miscellaneous stores	W.D. Depots, Rhydymwyn and Yeadon, etc. (*Sale at Cheetham Town Hall, Manchester 8.*)	J. H. Norris & Son (Dept. L), 380 Deansgate, Knott Mill, Manchester 3. (Tel. Blackfriars 4559).
July 18	Machine tools and miscellaneous stores	Technical Stores Depot, Old Dalby, Leics. (*Sale at Melton Mowbray.*)	Shouler & Son (Dept. L), 1 Norman Street, Melton Mowbray, Leics. (Tel. 3081).

Catalogues for each sale shown above may be obtained from the appropriate auctioneer 14 days prior to date of sale, price 1s. 0d. (*Postal Orders only*).

Ministry of Public Building and Works

1963	Description of Goods	Location	Auctioneers
June 26	Office, domestic and miscellaneous furniture, plan presses, carpets, safes, refrigerators, racking, hardware, and kitchen equipment and heavy canteen equipment.	Ministry of Public Building and Works Clearing Store, Supplies Division Store, Water Lane, Clifton, York.	Stephenson & Son, 20 Castlegate, York. (Tel. York 25533).

Catalogues, price 1s., are obtainable direct from the auctioneers. View days: June 24 and 25, 1963, and morning of sale.

REPRINTS OF ARTICLES

Reprints from the Board of Trade Journal, **which should be ordered within one week of publication,** *cost* £3 0*s.* 0*d. per page (or part) for* 250 *copies. (Larger quantities will be supplied at a charge of* 5*s.* 0*d. per page for each additional* 125 *copies). Orders and remittances for reprints should be addressed to the Director of Publications* (P.2), *H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.*1. *Cheques should be made payable to H.M. Paymaster-General. Information regarding Subscriptions, Editorial Communications and Advertising in the* Board of Trade Journal *will usually be found on the first page.*

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Trade Fairs and Exhibitions at Home and Overseas

Changes in Trade Fairs and Exhibitions Announcements

BECAUSE of pressure on space all the various classified lists of trade fairs and exhibitions will be published in full only on the dates indicated below:

	Date Last Published	Date Next Published
Europe	June 7	Sept. 6
United Kingdom	May 3	Aug. 2
Outside Europe	April 5	July 5

Amendments and additions to the three lists will be shown in the issues of the intervening weeks.

No responsibility is taken for the standing of organizations or individuals mentioned in the lists, and dates, etc., may be subject to alteration.

The Board of Trade Export Publicity and Fairs Branch, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 3096, Europe; 3097 United Kingdom and outside Europe) will be glad to answer general inquiries but applications should be made to the organizers or United Kingdom agents for details of costs and conditions or participation. Export Publicity and Fairs Branch can also provide information about other events which, owing to space limitation, are not included in the lists.

* indicates fair which is held annually at approximately the time stated.

† indicates fair which is held in alternate years at approximately the time stated.

Amendments and Additions to Classified Lists

THE fairs and exhibitions given below are amendments and additions to the full lists published in the *Board of Trade Journal* on June 7, May 3 and April 5 respectively.

EUROPE

Amendment

The Board of Trade have been advised that the International Household Goods and Hardware Fair is to be held at Cologne from February 20-23, 1964, and not February 21-24, 1964, as previously shown in the *Board of Trade Journal* dated February 16, 1963, and subsequent issues.

Additions:

TURIN: INTERNATIONAL FASHION TRADE FAIR (SAMIA) – October 11-16, 1963.
* Apply, Mrs. Ruth Stewart, 12 Montagu Mansions, York Street, London, W.1. (Tel. Hunter 4100).

LEIPZIG: INTERNATIONAL SPRING FAIR – March 1-10, 1964.
* Apply, Leipzig Fair Agency in Great Britain, 39 St. James's Place, London, S.W.1. (Tel. Hyde Park 3111).

AALBORG: INTERNATIONAL TEXTILE EXHIBITION (TEXFAIR) – April 7-12, 1964.
* Apply, Texfair, International Textile Exhibition, Vesterbro 17, Aalborg.

FRANKFURT: INTERNATIONAL FUR TRADE EXHIBITION – April 22-26, 1964.
* Apply, Frankfurter Rauchwaren-Messe G.m.b.H, Borsenstrasse 8, Frankfurt.

PARIS: INTERNATIONAL EXHIBITION OF PUBLIC WORKS AND BUILDING EQUIPMENT (EXPOMAT) – May 21-31, 1964.
† Apply, Director-General, Expomat, 1 Avenue Niel, Paris 17.

HELSINGBORG: 'SJOFART 64' – INTERNATIONAL SHIPPING EXHIBITION – August 7-23, 1964.
Apply, A. B. Hälsingborgsutställningar, Hamntorget, Hälsingborg.

PLOVDIV: INTERNATIONAL FAIR – September 13-27, 1964.
† Apply, Bulgarian Chamber of Commerce, 11A Stamboliisky, Sofia.

PARIS: INTERNATIONAL RETAIL TRADES EQUIPMENT SHOW (EQUIP-MAG) – October 12-21, 1963.
* Apply, Salon International de l'Equipement des Commerces, 42 rue du Louvre, Paris.

BERLIN: GERMAN RESTAURANT AND CATERING CONFECTIONERS' AND FOOD EXHIBITION – October 30-November 8, 1964.
† Apply, Berliner Ausstellungen, Masurenallee 5-15, Berlin-Charlottenburg 9.

BASLE: INTERNATIONAL WATER AND SEWAGE PURIFICATION EXHIBITION – March 1-7, 1965.
Apply, Dr. E. M. Bammatter, Pro Aqua Ltd., Basle 21.

UNITED KINGDOM

Additions:

LONDON: 10TH STATIONERY TRADE FAIR – March 9-13, 1964.
* At Alexandra Palace, N.22. Apply, The Stationers' Association of Great Britain and Ireland, 6 Wimpole Street, London, W.1. (Tel. Langham 9256/7).

HARROGATE: 'AUTUMN SHOES' EXHIBITION – April 13-16, 1964.
* Apply, British Footwear Manufacturers' Federation, 22 Gilbert Street, London, W.1. (Tel. Mayfair 2843).

OUTSIDE EUROPE

Additions:

PALERMO, BUENOS AIRES: ANNUAL LIVESTOCK SHOW OF THE ARGENTINE RURAL SOCIETY – July 27-August 3, 1963.
* Apply, Sociedad Rural, Buenos Aires, Argentine.

NAIROBI: ROYAL AGRICULTURAL SHOW – October 2-5, 1963.
* Apply, Royal Agricultural Society of Kenya, P.O. Box 30176, Nairobi.

TUNIS: INTERNATIONAL TRADE FAIR – October 18-November 3, 1963.
* Apply, Foire Internationale de Tunis, Palais de la Foire, Avenue Gambetta, Tunis.

SAN FRANCISCO: NATIONAL SPORTS AND BOAT SHOW – January 31-February 9, 1964.
* Apply, National Boat Show, 325 Pacific Avenue, San Francisco 11, California.

TORONTO: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 13-21, 1964.
* At the Coliseum Exhibition Park. Apply, Toronto Anglers' and Hunters' Association, 85 King Street, East, Toronto, Ontario.

JOHANNESBURG: RAND EASTER SHOW – March 17-30, 1964.
* At Milner Park. Apply, Witwatersrand Agricultural Society, P.O. Box 4344, Johannesburg.

British Fortnight in Southern Rhodesia

HADDON AND SLY LTD., a long established department store in Bulawayo, Southern Rhodesia, are holding a British Fortnight from August 24 to September 7 this year. This store has been importing British products for over seventy years and this promotion offers an opportunity to display British goods in an atmosphere and surroundings highly conducive to sales.

With the help of the Board of Trade and other interested bodies in the United Kingdom, the store will be decorated throughout with typical British items and features so designed as to attract the maximum public interest. A special supplement about the event will appear in the *Bulawayo Chronicle*.

The London buying house for Haddon and Sly Ltd., is George H. Penney and Co. Ltd., 65-68, Leadenhall Street, London, E.C.3. (Tel.: Royal 6936). The address of the British Trade Commissioner in Southern Rhodesia is P.O. Box 984, R.T.A. House, Baker Avenue, Salisbury.

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300 British Products Displayed at Canadian Industrial Show

By A. J. Stroud, British Trade Commissioner, Toronto

THE 1963 NATIONAL Industrial Production Show of Canada was held at Exhibition Park, Toronto, from May 6 to 10. More than 500 firms exhibited goods of more than 1,500 manufacturers from Britain, Australia, Canada, Czechoslovakia, France, Germany, Italy, Japan, Netherlands, Poland, Sweden, Switzerland and the United States. All kinds of products of interest to production engineers were exhibited. More than 30,000 people, in the main classifiable as buyers in the broadest sense, visited the Show. There is little doubt that Canadian manufacturing industry is regaining a buoyant mood. The main reason is the devaluation of the Canadian dollar; Government measures to encourage development work, greater efficiency, greater output and lower costs have also helped. Canadian capital expenditure estimates which had been published before the Show indicated that plans existed to spend $3,000m. on new machinery and equipment in 1963, nearly five per cent higher than in 1962. These buoyant conditions set the scene for the Show.

British products were strongly represented; clear evidence that there is considerable interest by British firms in the Canadian market. More than 300 different British products were displayed. These ranged from taps and dies to new machine tools aimed at increasing output and lowering costs and therefore of particular interest to Canadian industry at the present time. A good range of British measuring, control and inspection equipment was also exhibited. Among the British products on display was James Neill's magnetic quick lifter which is designed to lift iron and steel components without the aid of chains and hooks. An expert from the British factory was on hand to demonstrate this quick lifter and more than 17 were sold during the course of the Show.

Also on display at the Show was a selection of British Beaver machine tools. The Managing Director of Balding Engineering Ltd. attended the Show and demonstrated his products to potential customers. During the course of this Show orders for more than 100 of these machine tools were taken. They were outselling their major United States competitor both on price and delivery. Exhibited for the first time in Canada on the B.S.A. stand was the Sparcatron transistorized power cabinet, a versatile and efficient complete power unit enabling two machine tools to be operated simultaneously. This Sparcatron unit generated much interest.

H. W. Kearns exhibited a horizontal boring machine and one of their own technical representatives was specially sent to Canada to demonstrate this machine to interested buyers. Cincinnati-Churchill Ltd. had on their stand their British-built tilting wheel head cutter grinder. Also on display on the stand was Rank Taylor Hobson's pantograph engraving machine which will duplicate complicated shapes in both steel and non-ferrous materials. Desoutter Brothers' new air feed drill, Brown and Ward's automatic lathe, one of Herberts' automatic lathes, one of the same company's punch card turret lathes, Colchester lathes, Wood turret lathes, Richmond radial drills, Pearson's variable rake shear, Pearson's 170 ton press brake, the Harrison swing copying lathe and a wide selection of Wolf power tools were among the many British machine and hand tools on display.

In addition to a wide range of British machine and hand tools exhibited, a representative selection of British measuring, control and inspection equipment was also displayed. This selection included George Kent's new Trans data range of solid state electronic measuring and control equipment, the same firm's oxygen recorder and analyser, Negretti and Zambra's scientific instruments, a wide range of Sigma Instrument Company's precision electronic measurement and inspection equipment, Watson-Manasty's precision measuring projectors, Baty's new reflex projector, Hilger and Watt's Chekker projector, Edgar Allen's measuring instruments and tools, Moore and Wright's micrometers, James Chesterman and Son's Verner tools, Thomas Mercer's air gauging equipment, A. Capp and Son's Verdict dial indicators, and the Hounsfield tensometer.

The British Government had an attractive stand manned by the British Trade Commission in Toronto who answered questions about British sources of supply and discussed new trading arrangements. An effort, which drew many appreciative comments, was made to illustrate and emphasize through colour transparencies and photographic displays and actual exhibits, industrial advances made in Britain in recent years. Trade and general literature was made available, together with a directory of the British products at the Show.

The principal exhibit by foreign countries was Japanese who staged their first major drive into the Canadian machinery market. Twenty-eight leading Japanese machinery manufacturers were represented in a large island display with some thirty technicians in attendance specially flown out for the Show. Poland, through Metal-export, Warsaw, and France, through BOP Canada of Montreal, a subsidiary of a French firm, staged national exhibits. Both countries concentrated upon machine tools. The Federal Republic of Germany also had a stand which displayed a wide range of products including a cut-away Volkswagen engine which attracted much attention. A wide range of Canadian made products were also displayed. These included a helicopter for executive use, machine tools, die steels, steel shelving and packings.

The first National Industrial Production Show of Canada was held in 1957 and one has been held every other year subsequently. Now it is the second largest show of its kind in North America, and the most important in Canada. This year's show was the first under the new management, i.e. the Maclean-Hunter Group, and the international importance of the show will undoubtedly grow. It is essentially a specialist trade show and one which deserves the full support of the appropriate sections of British industry. All exhibitors of British goods were well satisfied with their participation this year. Good business contacts were established and much useful business done. Exhibitors of British goods at this show are determined – in their own and their principals' interests – to put on an even better display of British goods at the next show in 1965.

Honourable Mitchell Sharp (right), Canadian Minister of Trade and Commerce, who opened the 1963 National Industrial Production Show of Canada, and Mr. J. R. W. Wilby, Principal British Trade Commissioner in Ontario, inspect Watson Manasty's shadowgraph on the British Government's stand.

Electrical Installation for Cement Works

As stated in the *Board of Trade Journal* of June 7 on page 1299, the West African Portland Cement Co. have placed an order worth £135,000 for the complete electrical installation at the Ewekoro Cement Works. This order has been placed with Crompton Parkinson Ltd., of London.

Impressive Exhibition of British Carpets in Paris

British carpets were shown in a number of room settings in co-operation with one of the leading Paris departmental stores who supplied a selection of furniture.

THE BRITISH CARPETS Promotion Council with fifteen member firms from Kidderminster, Halifax, Brighouse, Glasgow, Dundee and Bonnyrigg, organized an impressive display of a wide range of carpets at the Marché Textile International from May 27-30 inclusive, and followed on with the same display in the Foire de Paris, which closed on June 3. From being an independent international specialized Salon in previous years, the Marché Textile International has now come under the umbrella of the Foire de Paris as a specialized section of the latter.

The Council were assisted in this effort by the Board of Trade under the latter's 'Joint Venture Scheme', and an attractive joint stand was constructed by the Central Office of Information. The Council's effort represents a further step in their energetic attack on the French market, and follows similar exhibits at the Marché Textile International in 1962, and at the Salon International du Meuble, Paris, in January of this year.

The carpets were laid out attractively on the floor of the stand, some in the way of small cut squares with an attachment at the head which facilitated the turning and examination of each one. Others in full size were affixed to the walls surrounding the joint stand. On the stand itself a number of 'room settings' had been arranged with the co-operation of one of the leading Paris departmental stores who supplied a selection of furniture. Members of the Council were able to choose sufficient furniture of suitable design to blend with the various carpets on exhibition in the room settings.

The Marche Textile International, like the Salon International du Meuble, is open to trade buyers only. The reason the Council and its members decided to continue their exhibit at the Foire de Paris was to afford the general public an opportunity of seeing at first hand the high quality and competitive prices of British carpets. Over 3 million French and foreign visitors attend the Foire de Paris each year.

The stands were manned by United Kingdom representatives, and in some cases by French agents, and one or more representatives from the Council were available throughout to assist with the various inquiries received. Trade buyers and the public were able, on request, to obtain French retail prices for any carpets in which they were interested, and in the majority of cases they were pleasantly surprised with the competitive prices quoted, in spite of the higher external customs duties applicable to British carpets as compared with our Common Market competitors. Inquiries were also referred, where necessary, to the French agent or the local retail establishments where the carpets could be purchased.

With the introduction by the French Government of extensive liberalization measures for most products imported into France, including carpets, over the past two years, it was only during the latter period that the Council and its members have been able to devote serious attention to the French market.

Their efforts have resulted in an increase in the value of carpets exported to France from £3,000 in 1958 to £100,000 in 1962. It is hoped that 1963 export figures will increase again to a total of about £150,000. The market has still to be much further exploited of course, and one of the main difficulties facing our manufacturers is the poor distribution facilities for carpets existing in France, compared for example with the sophisticated system in the United Kingdom.

Furthermore, the French public still tend to buy small rugs for the home rather than carpets, although a tendency is growing, albeit slowly, for the French public to change their priority of purchases to conform more to the pattern of other countries with a high standard of living.

Hitherto the home and its contents took a lower priority to food, drink, and clothing in the Frenchman's budget. This new trend, allied with French governmental plans to construct new dwellings in future years up to a figure of about 450,000 a year, should present our manufacturers with a good opportunity to exploit the market considerably in the future.

The Council held a reception at the fashionable Pavillon d'Elysée on the Champs Elysée on the evening of the opening of the Foire de Paris. Colonel Aykroyd, President of the Federation of British Carpet Manufacturers, gave a speech of welcome and explained briefly the aims of the British carpet industry in the French market. A response in similar terms was given by H.M. Ambassador, Sir Pierson Dixon.

57 British Firms at Poznan Fair

H.E. the British Ambassador Sir George Clutton (left) explaining a British exhibit to Mr. Gomulka (second left) followed by Mr. Trampczynski, the Polish Minister of Foreign Trade, and Mr. P. J. Murphy, Second Secretary (Commercial) (right) at the British Embassy, Warsaw.

THE 32ND POZNAN International Fair which this year is taking place between June 9-23, was opened on the first day by the Prime Minister of Poland, Mr. Jozef Cyrankiewicz. After the opening ceremony Mr. Wladyslaw Gomulka, the First Secretary of the Central Committee of the Polish United Workers' Party and Dr. Witold Trampczynski, the Minister of Foreign Trade, accompanied by the British Ambassador, Sir George Clutton, visited the British Pavilion where 57 British exhibitors are showing their products and those of other manufacturers both on indoor and outdoor sites.

This fair dates from the year 1230, but the present series started

in 1921 and received international status in 1925. Since then it has been held annually except for the periods 1938-46 and 1951-54. It is of general character and covers both capital and consumer goods.

The fair, which is organized by the State, consists of large industrial pavilions for the various sections of the nationalized Polish industries. Foreign countries exhibit their goods either in national pavilions or in an International pavilion. Over 60 countries are represented in 1963, including Great Britain, United States, USSR, Czechoslovakia, West Germany, France, Italy, East Germany, Belgium, Holland, Sweden, Japan, Denmark, Canada, Australia and New Zealand.

The official British Pavilion, organized by the Board of Trade, is larger than ever this year, covering some 32,000 sq. ft. of net display space outside and 22,000 sq. ft. inside. The latter consists of the whole of the pillared Hall 8 and the greater part of the unobstructed Hall 7, the remainder of which is occupied by the official Belgian exhibit. These halls are at right-angles to each other, joined by a lobby, and contain in the space between them the area occupied by our outside exhibitors.

Some exhibitors are showing on behalf of several firms, so the total British representation is much higher than the 57 whose names are on the stands. Mainly industrial equipment is being displayed in this Section, including mechanical handling equipment; construction road-making and earth-moving equipment; motor cars, electronic equipment; diesel engines; plastics; dyestuffs and chemicals; marine telecommunications, radar and navigation equipment; office machinery; scientific instruments; wires and special steels; electrical cables and transmission equipment; metal finishing machinery; drilling machines and diamond tools; machine tools; laundry equipment and transmission chains.

Some interest has recently been shown by the Polish Foreign Trade Enterprise IMPEKO in the purchase of consumer goods, and several British exhibitors are showing these, including cosmetics, domestic electrical equipment, glazed tiles and bathroom fittings.

Included in the British Pavilion, in the centre of Hall 8, is an Official Government Information Stand arranged by the Board of Trade and staffed during the fair by officials of the Commercial Department of the British Embassy in Warsaw under Mr. P. J. Murphy, Second Secretary, assisted by Mr. Alan Plaskett, who has been kindly loaned for the occasion by the Birmingham Engineering and Building Centre, and will answer questions about British Engineering products.

Lord Derwent, Minister of State, Board of Trade, visited the 'British Day' of the fair on June 14 at the invitation of Mr. Trampczynski. Lord Derwent spent the day at the Fair and, in the evening, attended a reception given by the British exhibitors.

Mr. A. M. Samarin (second left), First Deputy Chairman of the Soviet State Committee for the Co-ordination of Scientific Research, and Mr. M. V. Nesterov (third left), President of the USSR All-Union Chamber of Commerce seen at the stand of Stanton Instruments Ltd., at the SIMA Exhibition in Moscow. Sir Humphrey Trevelyan, H.M. British Ambassador to Moscow is on the right.

British Weeks in Dusseldorf and Copenhagen

APPROXIMATELY 10,000 COPIES of a new leaflet explaining the programme of British Weeks in Dusseldorf and Copenhagen (see *Board of Trade Journal* April 26, 1963, page 952) are being distributed to firms and trade associations by the Export Council for Europe, 21, Tothill Street, London, S.W.1.

The programme of British Weeks in Europe, is a joint campaign by the Export Council for Europe and the Board of Trade for a massive sales drive in consumer goods. The new leaflet draws attention to the fact that these Weeks will constitute major opportunities for selling British goods direct to the public – as distinct from exhibitions where selling is undertaken to the trade.

The leaflet gives information about the programme of British Weeks in the form of answers to questions. By filling in a coupon on the back, companies can get free copies of ECE handbooks for the British Weeks in Dusseldorf (May 23 to 31, 1964) and Copenhagen (September 25 to October 4, 1964). These handbooks will be sent in instalments so that the information will be up to date.

Introducing the leaflet at a press reception in London on June 12, Sir William McFadzean, Chairman of the ECE, said 'We want to be sure that every single company who may be interested, gets to hear about this leaflet.' Mr. R. G. Thornton, Chairman of the ECE's Consumer Goods Committee, stressed that the object of the British Weeks was to create an atmosphere in which British goods could best be sold.

Dusseldorf, about the same size as Manchester with a population of over 700,000, is the land capital of North Rhine Westphalia and its 15 million people and is one of the most prosperous Common Market cities. Copenhagen, about the size of Glasgow, with a population of over 1¼ million, is not only the capital of Denmark but the largest market seaport in Scandinavia. It has one of the highest living standards in Europe and offers progressively lower tariffs to Britain as an EFTA partner.

The object of these 'Weeks' is not only to show British goods in the shop windows, but also to have adequate supplies there for immediate sale. The responsibility for their organization has been divided to cover both sides of the Channel. In Britain all contact with industry has been undertaken by the Export Council for Europe, whilst the Board of Trade will be responsible for the co-ordination of the arrangements in the two cities.

Industries participating in these campaigns include clothing, textiles, toys, pottery, carpets domestic appliances, food and drink, fancy goods and furniture. Full co-operation from the civic authorities concerned has been promised. Each of the Weeks will be accompanied by an imaginative programme of supporting events.

EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch (Hillgate House, 35 Old Bailey, London, E.C.4. Tel. City 5757).

It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial Officers overseas. A list of addresses of Regional Offices of the Board of Trade appears on page xiv of the *Report of The Working Group on Export Merchants* supplement. (*BoTJ.* February 1, 1963.)

Overseas Trade Section

United Kingdom–Poland Trade Arrangement

FOLLOWING NEGOTIATIONS from May 28 a Trade Arrangement between the United Kingdom and Poland for the five years July 1, 1963 to June 30, 1968, with quota lists for the first year of the Arrangement was signed in Warsaw on June 12, 1963. The text of the Trade Arrangement and the quota lists is reproduced below for the information and benefit of traders.

Representatives of the Government of the United Kingdom of Great Britain and Northern Ireland (hereinafter referred to as the United Kingdom Government) and of the Government of the Polish People's Republic (hereinafter referred to as the Polish Government) met in Warsaw between May 28 and June 12, 1963, and, in a common wish to promote the development of trade between their two countries and recognising the desirability of increasing the turnover of trade in both directions from year to year, decided upon the following arrangements as regards mutual trade during the period from July 1, 1963 to June 30, 1968.

1. (a) The lists of goods for import from Poland into the United Kingdom (set out in Annex A) and the lists of goods for import from the United Kingdom into Poland (set out in Annex B) form and will form an integral part of this Arrangement, the period of validity of these lists being specified in the headings thereto.
(b) Representatives of the two Governments will meet, at annual intervals, to negotiate new lists to cover the period of validity of this Arrangement; and at any time at the request of either Government to review its working.

2. The United Kingdom Government will issue the licences necessary for the import, up to the values or quantities shown, of those goods which are specified in the lists at Annex A as being subject to specific import licence and in respect of which application is made during the period of validity of those lists. The United Kingdom Government will make available the sterling necessary for the import of all goods whose import from Poland is covered by specific or open licence.

3. The Polish Government will issue the licences and make available the sterling necessary for the import of those goods which are specified in the lists at Annex B to the values shown, where specified, and in respect of which application is made during the period of validity of those lists. The Polish trade organisations will be authorised to purchase these goods subject only to commercial considerations of price, type, specification and contract.

4. Nothing in this Arrangement shall, of itself, preclude trade in goods not mentioned in Annexes A and B.

5. Both Governments recognise as regards their respective exports the importance of mutual confidence for the future.

6. It is understood that the two Governments will refrain from discriminatory action and unnecessary restrictions affecting shipping engaged in international trade.

7. The present Arrangement will enter into force on July 1, 1963 and will remain in force until June 30, 1968.

ANNEX 'A'

Polish Goods for Import into the United Kingdom During the Period, July 1, 1963 to June 30, 1964

Item No.	Description	Quota £'000 c.i.f. Unless otherwise specified	
1	Bacon		Tons 48,500
2	Butter		Tons 16,800 (a)
3	Canned ham and canned pork loin		1,700
4	Canned meat (not including ham, pork loin or poultry), the following:		2,700
	Canned meat (other than pig meat and poultry)	1,400	
	Canned meat (other than ham, pork loin and poultry)	1,300	
5	Dried, salted, smoked, pickled or cooked open pack meat		450
6	Poultry, canned or fully cooked as defined by the Poultry Carcasses Landing Order, 1955		255
7	Various food products, the following:		290
	Fresh water fish, including eels and carp	10	
	Canned and other preserved fish and herrings	20	
	Prepared lunches and salad dishes (including stuffed cabbage, tripe, hashed meat with cabbage, meat pates), frozen or in airtight containers	150	
	Rabbits, dead	100	
	Buckwheat roasted	10	
8	Cheese		35
9	Live horses, subject to Animal Health Regulations		25
10	Lactose		p.m.
11	Potato pulp		p.m.
12	Potatoes, other than new		p.m.
13	Beef, subject to Public Health imported food regulations		p.m.
14	Poultry, fresh or frozen, subject to the Poultry Carcasses Landing Order		p.m.
15	Various foodstuffs, the following:		121
	Canned soups containing less than 30% by weight of total solids and dried or powdered soups not containing milk powder	10	
	Sugar and chocolate confectionery	65	
	Halva	6	
	Flour confectionery, including biscuits	30	
	Bread	10	
16	Vodka, spirits, liqueurs, wines and beer:		85
	Vodka, spirits, liqueurs and wines	55	
	Beer	30	
17	Bilberries, fresh or dried		350
18	Jams (of which not more than 1,100 tons for strawberry, raspberry, blackcurrant and plum taken together)		Tons 1,400
19	Canned or bottled fruit grown in Poland, including preserved cherries in barrels and bilberries in demijohns (of which not more than £50,000 for apples, pears, plums, strawberries and raspberries, taken together)		150
20	Fruit juices, sweetened and unsweetened, and fruit must:		75
	Fruit juices sweetened, and unsweetened	40	
	Fruit must	35	
21	Pulp of fruit grown in Poland (of which not more than 700 tons for strawberry, raspberry and apples taken together)		Tons 2,400
22	Apples and pears		Tons 225 (b)
	Period July 1, to December 31, 1963	Tons 60	
	Period January 1 to June 30, 1964	Tons 165	
23	Deep frozen fruit (of which not more than 50 tons for strawberries and raspberries)		Tons 2,000
24	Miscellaneous foodstuffs, the following:		273
	Cucumbers, pickled	150	
	Cucumbers in brine	40	
	Cabbage in brine	20	
	Mustard	1	
	Mushrooms, dried, powdered, pickled or in brine	60	
	Vinegar	2	
25	Miscellaneous foodstuffs and seed, the following:		100
	Horse radish, raw	15	
	Potato flakes	60	
	Potato pancake powder	5	
	Tree and bush seeds subject to suitability of quality and type	10	
	Canary seeds	10	
26	Vegetables (including cauliflowers and onions in brine) fresh, frozen, canned, pickled or dried (other than mushrooms) subject to Plant Health Regulations (of which not more than £65,000 for peas, beans and carrots)		150
27	Onions (of which not more than £300,000 during the period August 1 to November 30) and garlic		700
28	Honey		20
29	Chemicals and pharmaceuticals, subject to type		1,400
30	Abrasive cloth and paper, and grinding wheels		5
31	Hunting ammunition		5
32	Table and fancy pottery (of which not more than £15,000 for ornamental ware)		100
33	Lighting glass		35
34	Bottles and jars		10
35	Table glass, undecorated and decorated (of which not more than £80,000 for glassware and crystal cut glass or decorated by etching, engraving or intaglio and gold enamelled		200
36	Plain and ornamental window glass		100
37	Building stones (including marble and granite)		40
38	Quicklime		10
39	Burnt gypsum (plaster of Paris)		20
40	Cement		300
41	Ferrite cores		10
42	Glass Christmas tree ornaments and popular art fancy goods, the following:		100
	Glass Christmas tree ornaments	70	
	Popular art fancy goods excluding toys but including wooden fancy goods, decorated and sculptured, plastic table mats and handicraft textile articles	30	

U.K. and Poland (*Continued*)

Item No.	Description	Quota £'000 c.i.f. Unless otherwise specified	
43	Toys of all kinds including dolls and parts and pedagogical toys		170
44	Bentwood, willow and garden furniture, kitchen and garden chairs		400
45	Baskets, cane or willow		50
46	Baskets (other than cane or willow), bulrush ware and brushes, the following:		145
	Baskets, other than cane or willow	30	
	Bulrush ware	35	
	Brushes, including sorghum brooms	80	
47	Hangers, clothes pegs and wooden doors (of which not more than £60,000 for wooden doors)		250
48	Matches		20
49	Various papers and paper made articles, unexposed film and photographic papers, the following:		10
	Various papers and paper made articles	5	
	Unexposed film and photographic papers	5	
50	Furniture (other than bentwood, kitchen chairs and willow furniture)		100
51	Various wooden articles (other than furniture, hangers and clothes pegs, toys and sports goods) of which not more than £10,000 for wooden dowels		300
52	Haberdashery, subject to type		30
53	Fabrics and made-up goods (other than clothing, lace or net) of cotton		120
54	Fabrics and made-up goods (other than clothing) of wool		5
55	Fabrics and made-up goods (other than clothing, lace or net) of man-made fibres		85
56	Plush fabrics (of which not more than £40,000 for fabrics made wholly or mainly of cotton)		80
57	Linen fabrics and manufactures thereof		50
58	Ready-made clothes (of which not more than £70,000 for clothes wholly or mainly of cotton)		200
59	Stockings and socks		60
60	Carpets and kilims		30
61	Tanned pig skins		25
62	Rough tanned calf skins		20
63	Leather fancy goods, including gloves		40
64	Various rubber articles		5
65	Footwear of all kinds (of which not more than £75,000 for rubber footwear)		300
66	Enamelware		50
67	Holloware (for domestic use), the following:		20
	Aluminium	15	
	Galvanized (iron or steel)	5	
68	Stainless steel tableware (for domestic use)		5
69	Silver and silver plated table ware		10
70	Alarm clocks		15
71	Watches		5
72	Wrought-iron building fittings		25
73	Cast iron sanitary fittings		5
74	Builders' hardware, including padlocks and locks		30
75	Sports articles, accumulator boxes and household articles, the following:		70
	Sports articles (including tents)	20	
	Accumulator boxes made from ebonite	10	
	Household articles of plastic	40	
76	Hand tools (of which not more than 25% for any one type)		100
77	Domestic sewing machines		25
78	Medical instruments and equipment		10
79	Cameras, enlargers, binoculars, optical instruments and drawing instruments, the following:		35
	Cameras	10	
	Enlargers and projectors	5	
	Binoculars	10	
	Optical instruments	5	
	Drawing instruments	5	
80	Various machine tools and machinery unspecified, excluding typewriters and electrical goods		450
81	Industrial valves and parts		5
82	Pneumatic ground piercing tools and other drilling equipment		75
83	Ball and roller bearings		30
84	Castings		55
85	Prefabricated buildings of wood, hardboard and plywood		20
86	Light aircraft including equipment and gliders of a c.i.f. value not lower than £850 (of which not more than £5,000 for gliders)		20
87	Yachts and pleasure boats		40
88	Bicycles and parts		30
89	Motorcycles, scooters, mopeds and spare parts		10
90	Musical instruments		10
91	Wireless and television sets, radiograms, record players, chassis and parts therefor (of which not more than £30,000 for valves and cathode ray tubes and not more than £30,000 for transistorized equipment and transistors)		150
92	Artists' materials, including artist paints but excluding brushes (of which not more than £5,000 for pencils)		20
93	Gramophone records		15
94	Books and periodicals, art works, music and numismatics		175
95	Miscellaneous		120 (c)

Notes:

(a) For the period April 1, 1963 to March 31, 1964.

(b) Licences will be allocated by the United Kingdom authorities.

(c) The United Kingdom authorities will, within the framework of their import policy, consider individually applications by the Polish authorities to import against this quota goods not specified elsewhere in this Annex.

United Kingdom Goods for Import into Poland during the Period July 1, 1963 to June 30, 1964

ANNEX 'B'

PART I

The Government of Poland undertake to give general facilities for the import of goods not listed in Part II of this list to a value of £23.5m. and to give facilities especially for the following types:

Man-made fibres.

Rayon cordage fabric (for tyres).

China clay.

Vitreous enamelling frits.

Leather, including sole leather.

Chemicals and pharmaceuticals not elsewhere specified including aluminium oxide, aromatic materials for industrial use, oleocetic alcohol, anti-knock compounds, dodecylic alcohol and other fatty alcohols, ethylene glycol, citric acid and wine acid, copper sulphate, nickel salts, laboratory chemicals and analytical reagents, argon and other gases including "Arcton" gas in bottle, dynamite glycerine, benzoates, rubber chemicals, anti-oxidants and ancillary products, vanillin, light magnesium carbonate, light magnesium oxide, plasticizers, glue and gelatine, stearine, salicylates, oleine and other fatty acids, agricultural insecticides, fungicides, melamine, oil additives, synthetic rubbers and copolymers, picene, sodium cyanide, tin oxide, tricresyl phosphate, ancillary products for rubber, luminophores, vitreous enamel oxides, radio-active isotopes, cyclohexylamine, dielectric fluids, textile auxiliaries and lanolin.

Plastic materials, including sheeting and floor coverings, P.V.C. belting, synthetic resins, film base, cellulose acetate and acrylics and decorative laminates;

Dyestuffs and auxiliary materials for the production of dyes; intermediates for the production of dyes.

Pigments (including titanium) and aluminium paste.

Rubber manufactures, including tyres, tubes, covered and uncovered thread, rubber belting, rubberized fabrics, printers blankets and gutta percha products.

Building materials.

Civil engineering, building and constructional plant and equipment, industrial trucks, and mechanical handling equipment (including excavator cranes and hoists).

Complete factories and plant.

Machine tools.

Pumps, air and gas compressors, and industrial valves.

Machinery and equipment for the typographic (printing machinery) and graphic arts industries, and parts.

Machinery and equipment (and parts) for the following industries: food and drink preparing, processing, packing, bottling and sterilizing; textile and fibre working; mining (including portable power tools and ventilators therefor); plastics and rubber working; clay working; pulp, papermaking and paper converting; leather tanning and working; glassmaking and glassworking; cable, lamp and valve making; laundry and dry cleaning; boot and shoe making and repairing.

Refrigerating equipment and parts.

Portable power tools not elsewhere specified.

Civil airliners, aero engines and aircraft equipment.

Ships.

Marine engines (over 1,500 BHP) and parts.

Other internal combustion engines and parts.

Marine generators and auxiliary equipment therefor.

Ships fitting and equipment including chain and chain cable.

Navigation and signalling equipment, including sextants.

Communication, navigational aid and radar equipment.

Telecommunication equipment

Boilers and boiler plant, and parts.

Equipment for electrical power-stations, including transformer sub-station rectifiers and high and low tension apparatus.

Electrical furnaces and parts thereof.

Diesel driven generating sets and turbo blowers of all kinds.

Electric motors (including fractional horse-power motors)

Electrical cables, wires, strips and strands, including PVC and other insulated.

Railway locomotives, rolling stock and equipment, including springs.

(*Continued on next page*

U.K. and Poland (*Continued*)

Chemical equipment and pharmacy industry equipment.
Automatic data processing equipment.
Office machinery, including typewriters, calculating machines, and duplicators and plates and supplies therefor.
Liquid gold, liquid platinum, lustres.
Enamel colours for glass and pottery.
Platinum gauges.
Platinum-Rhodium thermocouple wire.
Tungsten and vanadium carbide.
Ferro Vanadium 50 per cent.
Alloys of copper used in the manufacture of components for switchgear.
Parts for vehicles.
Ferrous metals and manufactures.
Non-ferrous metals and manufactures.

PART II

The following specific quotas are established:

Item No.	Description	Quota £'000	
1	Cotton yarn		50
2	Man-made fibre yarns, including rayon cordage yarn (for tyres) and non-tarnishing metallic thread		450
3	Textiles not elsewhere specified, the following:		230
	Wool piece goods	50	
	Woven and knitted man-made fibre fabrics	40	
	Lace and lace net	10	
	Nets, netting, cordage, cables, ropes and twine of natural and man-made fibres	50	
	Other, including cotton fabrics, cashmere-felt and tanners' plush, elastic fabric and elastic net, linen harness thread, silk yarns, leather cloth and table oil baize and narrow fabrics	80	
4	Clothing and footwear, the following:		125
	Footwear	5	
	Clothing not elsewhere specified, including headwear	60	
	Hosiery and knitwear	60	
5	Belting and glues, the following:		10
	Machinery belting and glues for the leather industry	5	
	Fire resistant belting	5	
6	Veneers		5
7	Paints, varnishes and printers' inks		75
8	Electrical industry products, the following:		475
	Electrical insulating products, including steatites and calites and electrical insulating cloth and mica products	75	
	Radio and television equipment including receiving sets and components thereof, valves and cathode ray tubes and components thereof	400	
9	Various paper and paper products, transparent cellulose film, photographic paper, films and plates, the following:		345
	Various paper and paper products including filter papers, coated paper for cigarette tipping, cigarette paper, thin printing paper, carbonizing tissues, stencil tissues, coated art paper	270	
	Transparent cellulose film	35	
	Photographic paper, roll films, sheet film and plates including X-ray membranes, sensitized, and micro-film for document copying and recording	40	
10	Mineral manufactures, the following:		265
	Asbestos products, including filter sheets	150	
	Crucibles and refractory products	40	
	Carbon products of various kinds including graphite	30	
	Thermal insulation .. 85% magnesia or asbestos or calcium silicate	10	
	Abrasives	35	
11	Vehicles and parts thereof, and service station equipment, the following:		300
	Complete motor cars, trucks and buses and chassis thereof	250	
	Motor cycles, including scooters and mopeds and parts	30	
	Bicycles and parts	10	
	Service station technical equipment	10	
12	Instruments, tools and equipment, the following:		785
	Tools and implements (including hand tools and engineers' small tools) and engineers' gauges and measuring instruments	100	
	Scientific and industrial instruments, including electrical, optical, mathematical drawing, measuring and control instruments, and laboratory apparatus and glassware	550	
	Cinematograph apparatus and equipment, including special motors for cinema apparatus, studio lighting equipment, still cameras and photographic equipment, document copying cameras and readers, other photographic equipment and materials	50	
	Clocks and watches, including ships clocks, chronometers and stop watches and parts, including steel springs for clocks	5	
	Medical and dental instruments and accessories and materials, X-ray and electro medical apparatus; including hearing aids	60	
	Optical goods, including optical glass and spectacle frames	5	
	Weighing machinery	15	
	Fire extinguishing equipment	p.m.	
13	Agricultural and horticultural machinery, including tractors and parts		75
14	Technical equipment, the following:		115
	Sewing machines (industrial and domestic) and parts, including needles	25	
	Tape recorders and parts, and recording tapes, record players and gramophones with electric amplifiers, and parts	40	
	Precision chain	40	
	Special screws, including self-tapping and socket screws	5	
	Non-industrial liquid-fuelled heating, lighting and cooking apparatus	5	
15	Ball and rollers bearings		200
16	Periodicals and books		175
17	Fish of all descriptions, including herring		75
18	Miscellaneous foodstuffs, the following:		265
	Coffee and coffee and chicory extracts and essences	40	
	Cocoa powder	25	
	Blended and other teas	25	
	Flavouring essences, essential oils and food colours, and sauces	10	
	Whisky and other spirits, and beer	55	
	Chocolate and sugar confectionery	15	
	Medicinal cod liver oil produced in the United Kingdom	15	
	Biscuits	10	
	Medicinal herbs	30	
	Other foodstuffs not elsewhere specified	40	
19	Various seeds		50
20	Animals for breeding		40
21	Films exposed		65
22	Adhesive tapes of all kinds		5
23	Miscellaneous consumer goods, the following:		359
	Polishes, creams and dressings for footwear, furniture, floors, metal and stoves	20	
	Toilet preparations, soap, cosmetics and raw materials therefor	55	
	Razor and razor blades	40	
	Cutlery	5	
	Mechanical lighters (including electrical)	4	
	Jewellery, including costume jewellery	5	
	Cigarettes and tobacco	10	
	Musical instruments and equipment, including felts for musical instruments and pianoforte key ivory	10	
	Sports goods and toys	20	
	Brushes, industrial and artistic	10	
	Ink, fountain pens, ball-point pens and other writing accessories, including stainless steel nibs	25	
	Gramophone records including language teaching records	20	
	Leather and plastic articles and gloves	15	
	Other consumer goods, including flat ware, table hollow-ware, pressure cookers, linoleum and electrical goods not elsewhere specified	120	

Other Trade and Financial Arrangements

East Germany and Roumania

IT IS REPORTED in the East German Press that a Protocol between East Germany and Roumania for the year 1963 was signed in East Berlin on April 11.

According to the press report, East Germany will supply Roumania with machine tools, machinery for the chemical, food and textile industries, building and road making machinery, electrical equipment, precision mechanics, optical instruments, rolled material, chemicals, photographic and cinematographic film and products of the light industry.

In return Roumania will supply East Germany with trucks for the mining industry, tank and goods trucks, tractors, drilling plant, miscellaneous equipment for mineral oil production, products of the mining, mineral oil, chemical and woodworking industries, agricultural produce and miscellaneous consumer goods.

All inquiries relating to this Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 7618).

(*Continued on next page*)

Trade and Financial Arrangements (*Continued*)

Indonesia and the Philippines

IT HAS BEEN REPORTED that a four point agreement was signed in Djakarta on May 27 to strengthen cultural and economic relations between Indonesia and the Philippines. Specifically the two governments have:

(a) concluded agreements on arrangements on trade and economic matters
(b) agreed on a programme of technical and economic co-operation
(c) signed a letter of understanding on air communication matters
(d) entered into an agreement creating a joint Philippine-Indonesian Coconut Commission

The agreement on trade provides for the expansion of trade in traditional exports as well as new products between the two countries. In this connection it has been agreed that the two countries will promote a minimum level of total trade of United States $30m. annually between each other and a memorandum on payments arrangements has been concluded between the Bank of Indonesia and the Central Bank of The Philippines.

Representatives of the two governments agreed to consider joint ventures within Indonesia in various industries on the basis of production sharing. It has also been agreed to carry out a programme of technical co-operation. This provides for an exchange of experts and scholars, co-operation in research, mutual consultation on technical, organizational and managerial problems and the exchange of technical documentation and related facilities.

All inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel. Trafalgar 8855, Ext. 2197) quoting reference CRE/6513G.

USSR and Cuba

H.M. EMBASSY in Moscow reports the signature there in December 1962 of a trade protocol for 1963 between Cuba and the USSR.

A communique published by *Pravda* on February 8 stated that the Soviet Union will supply Cuba with 'oil, oil products, ferrous and non-ferrous metals, fertilizers, chemical goods, saw-timber, cellulose, paper, cotton, various machines, equipment, instruments, wheat, wheat flour, animal and vegetable fats, canned meat, medicines and many other goods.'

Cuba will supply the Soviet Union with 'sugar, alcohol, products containing nickel, tobacco and tobacco goods and other goods.'

The communique also stated that the Soviet Union has offered Cuba long-term credit on easy terms to cover the adverse balance against Cuba.

All inquiries relating to this Notice should be addressed to Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 7844), quoting reference CRE 2186/G.

Turkey and USSR

THE TURKISH AUTHORITIES have published a list of import and export quotas attached to the Protocol dated March 18, 1963, regarding the exchange of goods between Turkey and the USSR in the year ending March 31, 1964, in accordance with the Trade Agreement of October 8, 1937.

The goods which it is proposed should be exported from the USSR to Turkey include chemical fertilizers, wood pulp, paper, iron and steel products, machinery and mechanical appliances, trucks and timber. In return, goods which it is proposed to export from Turkey to USSR, include raisins and figs, valonia extract, citrus fruit, tobacco, wool, cotton and livestock.

All inquiries about this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

Morocco and Japan

THE MOROCCAN *Bulletin Officiel* of February 29, 1963, announced the renewal, from December 24, 1962, to December 23, 1963, of the current trade agreement with Japan.

Quota values remain the same as those originally approved.

The French text of the announcement may be consulted at Export Services Branch, Board of Trade, Room E.38, Hillgate House, 35 Old Bailey, London, E.C.4.

United Kingdom-East African Common Services Authority Credit Agreement

AN AGREEMENT was signed in Dar es Salaam on June 10 by Mr. A. L. Adu, Secretary-General of the East African Common Services Organization, and Mr. G. P. G. Mackay, General Manager of the East African Railways and Harbours, on behalf of the East African Common Services Authority and by Mr. H. S. H. Stanley, the British Acting High Commissioner in Tanganyika, on behalf of Britain for a Commonwealth Assistance Loan of up to £2·05m. to the Authority. The Loan will be made under Section 3 of the Export Guarantees Act 1949 and will be used to pay for diesel-electric locomotives, wagon ferries and auxiliary equipment and works and services. The loan will be repayable over a period of 12 years with a grace period on repayments of 18 months.

The order for the locomotives has already been placed with the English Electric Company. The locomotives will be made in the firm's works at Darlington and will ensure continuity of work in one of Britain's special employment areas. An order for the wagon ferries is expected to be placed shortly with a British shipyard.

ECGD Financial Guarantee for Ghana Ships Signed

THE EXPORT CREDITS GUARANTEE DEPARTMENT financial guarantee was signed in London on June 14 providing for the financing of the sale of the two motor cargo vessels to be built by Swan Hunter and Wigham Richardson Ltd., for the Black Star Line of Ghana.

Of the £2.2m. cost, the loan being made by Barclays Bank Ltd., and the Insurance Export Finance Company Ltd., will provide £1.7m. Repayment will be completed within ten years of scheduled delivery of the second vessel.

The Financial Guarantee was signed between ECGD and Barclays Bank Ltd., acting also on behalf of the Insurance Export Finance Co. Ltd. The loan agreement to which it relates is to be signed shortly.

Somali Republic and International Monetary Fund

THE INTERNATIONAL MONETARY FUND announce that an initial par value for the Somali shilling, at one Somali shilling equivalent to United States $ 0.14, has been established by agreement between the Government of the Somali Republic and the International Monetary Fund.

The initial par value of the Somali shilling expressed in terms of gold and in terms of the United States dollar of the weight and fineness in effect on July 1, 1944, is as follows:

0.124 414 grams of fine gold per Somali shilling;
250.000 Somali shillings per troy ounce of fine gold,
7.142 86 Somali shillings per United States dollar;
14.000 0 United States cents per Somali shilling.

Exporters

THE services of the Export Sections of the Board of Trade Regional Organizations are freely available to you. Each of these Export Sections is closely linked with the Board of Trade Headquarters and thus with the Overseas Offices of H.M. Government. The Controller and his staff will give you all possible help in your efforts to sell your goods overseas.

Information for United Kingdom Exporters

BRIEF DETAILS are given below of overseas inquiries for United Kingdom products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the *Export Service Bulletin*.

The *Bulletin*, published three times a week, with a weekly Supplement, is available to United Kingdom manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room E.11, Hillgate House, 35 Old Bailey, London, E.C.4. (City 5757, Ext. 433). (Telex 25977). Copies of particular *Bulletins* containing further details of the items referred to below can be obtained from the same address on prepayment of the sum of 2s. per copy.

Calls for Tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Inquiries by telephone: City 5757, Ext. 406 and 404). Reference numbers should always be quoted. The date given is the closing date for tendering. It refers to the current year unless otherwise indicated. Tender documents are available for loan in those cases marked with an asterisk *.*

ARGENTINA

Constructional Projects for Public Works Secretariat. (Further Information.) Tender documents (in Spanish) now available. E.S.B. 14859/63.*

AUSTRALIA

Diesel Locomotives for Western Australian Government. (Advance Information.) Closing date not known. E.S.B. 19919/63.

Meters for State Electricity Commission of Queensland. July 3. E.S.B. 19594/63.*

Street Lighting Lanterns for Cairns Regional Electricity Board. July 17. E.S.B. 19592/63.

BURMA

Steel Pipes for the Burma Oil Co. (1954) Ltd. July 5. E.S.B. 19933/63.*

Burma Railways:

Stationery. July 15. E.S.B. 19959/63.*
Locomotive (Steam) Parts and Fittings. August 1. E.S.B. 19961/63.*
Locomotive (Steam) Parts and Fittings. August 1. E.S.B. 19985/63.*

Civil Stores Committee:

Fork Lift Trucks. July 3. E.S.B. 19235/63.*
Winch. July 2. E.S.B. 19255/63.*
Oil Bowser. July 2. E.S.B. 19256/63.*
Trailers. July 3. E.S.B. 19257/63.*
Door Fittings. July 1. E.S.B. 19506/63.*
Scales (Platform). July 1. E.S.B. 19930/63.*
Scales (Platform). July 1. E.S.B. 19931/63.*
Grain Moisture Tester Meter. July 1. E.S.B. 19932/63.*
Tinmen's Rivets. July 3. E.S.B. 19483/63.*
Rivets, M.S. July 3. E.S.B. 19905/63.*
Rivets, M.S. July 3. E.S.B. 19906/63.*
Plastic Window Blinds. July 1. E.S.B. 19504/63.*
Sealing Compounds. July 1. E.S.B. 19505/63.*

CANADA

Generators for Saskatchewan Power Corporation. July 16. E.S.B. 19523/63.*

CEYLON

Tipping Lorry for Colombo Port Commission. July 17. E.S.B. 19285/63.*
Rice Mill for Co-operative Development. (Further Information.) Tender documents now available. E.S.B. 18711/63.*
Textile Accessories for Ministry of Industries. July 26. E.S.B. 19982/63.
Glass Jars for Ministry of Commerce. July 24. E.S.B. 19287/63.*
Refrigeration Equipment for State Engineering Corporation. (Further Information.) Closing date postponed to July 12. E.S.B. 16545/63.
Batteries for Gal Oya Development Board. July 5. E.S.B. 19950/63.

Ministry of Finance:

Aluminium Utensils. July 2. E.S.B. 19288/63.
Cotton Waste. July 16. E.S.B. 19951/63.

CHILE

Street Cleaning Equipment for La Municipalidad de Santiago. Closing date not yet known. Conditions and Specifications in Spanish available. E.S.B. 19569/63.*

COLOMBIA

Pruning Shears for Departmento de Provision Agricola. July 1. E.S.B. 19937/63.*
Rolling Stock and Appurtenances for National Railways. July 15. E.S.B. 18340/63.*

COSTA RICA

El Instituto Costarricense de Electricidad:

Air Compressors. July 10. Tender documents (in Spanish) available. E.S.B. 20012/63.*
Tower Crane. July 15. E.S.B. 20010/63.*
Hydro-electric Plant Equipment. (Further Information.) Closing date postponed to July 5. E.S.B. 7743/63.

ECUADOR

Locks; Sanitary Ware; Lifts; Transformers; Incinerators; Medical Equipment for Caja de Pensiones. (Further Information.) E.S.B. 23871/61.

EGYPT

Egyptian Railways:

Hack-Saw Blades. July 15. E.S.B. 19532/63.
Axle Roller Bearing Greases. July 13. E.S.B. 19531/63.

FORMOSA

Central Trust of China:

Hydraulic Jacks. July 4. E.S.B. 19978/63.*
Steel Plate. July 5. E.S.B. 19980/63.*
Oil Cells. July 5. E.S.B. 19975/63.*
Bushings and Insulators. July 4. E.S.B. 19976/63.*
Underwater Welding and Cutting Equipment. July 4. E.S.B. 19979/63.*
Volt-Ammeters. July 3. E.S.B. 19958/63.*
Lighting Fixtures and Equipment. July 3. E.S.B. 19500/63.*

FRANCE

Test Equipment for Supreme Headquarters, Allied Powers, Europe. July 15. E.S.B. 19908/63.*

GREECE

Tide Gauges for Ministry of National Defence. July 1. E.S.B. 19934/63.*

Ministry of Trade:

Mopeds. July 1. E.S.B. 19945/63.*
Underground Fuel Tanks; Fuel Pumps. July 25. E.S.B. 19946/63.*

HONG KONG

Intercommunication Systems for Stores Department. July 12. E.S.B. 19533/63.*

INDIA

Cranes for Madras State Electricity Board. (Further Information.) Closing date postponed to July 22. E.S.B. 13908/63.*
Dredging Equipment for Kerala States Electricity Board. July 18. E.S.B. 19972/63.*
Equipment for Radio Multi-Channel Communication for South-Eastern Railway. September 2. E.S.B. 19295/63.
MEd Steel Tube for Heavy Engineering Corporation Ltd. July 15. E.S.B. 19294/63.*
Pipe Bituminising Plant for Hindustan Steel Ltd. (Rourkela Steel Plant). (Further Information.) Tender documents now available. E.S.B. 16834/63.*
Plate Bending Machine for Heavy Electricals (India) Ltd. July 15. E.S.B. 19973/63.*
Steel Materials for Ministry of Railways, New Delhi. (Further Information.) Closing date postponed to July 1. E.S.B. 17242/63.
Slaughter House Machinery and Electrical Equipment for Bombay Municipal Corporation. August 21. E.S.B. 19226/63.*
Transmitter for Indian Posts and Telegraphs Department, Calcutta. July 30. E.S.B. 19283/63.*
Trunnions for Workshops Division, Dapuri. (Further Information.) Closing date extended to August 8. E.S.B. 13056/63.*

(Continued on next page)

LAND OF GREEN GINGER PRINTERIES

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Information for U.K. Exporters (*Continued*)

Water Treatment Plant for Damodar Valley Corporation. (Further Information.) Tender documents now available. E.S.B. 18166/63.*
Workshop Equipment for Maharashtra State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 19225/63.*

Southern Railway:
Directional Radio System. September 2. E.S.B. 19516/63.*
Railway Signalling Modification. (Further Information.) Closing date is now August 2. E.S.B. 1911/63.

Fertilizer Corporation of India Ltd.:
Centrifuges. July 1. E.S.B. 19902/63.*
Electric Light Fittings. (Further Information.) Tender documents and drawings now available. E.S.B. 18725/63/D.L.F.

Kanpur Electricity Supply Administration:
Bulldozers, etc.; Hoisting Equipment. (Further Information.) Tender documents now available. E.S.B. 18175/63.*
Cooling Tower. August 7. E.S.B. 19572/63.

National Coal Development Corporation Ltd.:
Coal Handling Plant. (Further Information.) Closing date postponed to July 8. E.S.B 15324/63.
Weighbridges. July 4. E.S.B. 19967/63.

U.P. State Electricity Board:
Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 17594/63.*
Electrical Equipment. (Further Information.) Tender documents now available. E.S.B. 17595/63.*
Galvanized Steel Structures and Trestles. July 30. E.S.B. 19570/63.
Insulating Oil. (Further Information.) Tender documents now available. E.S.B. 17596/63.*

Atomic Energy Establishment, Trombay:
Aluminium Tubes. (Further Information.) Closing date extended to July 5. E.S.B. 18105/63.*
Ball-Rod Mill. (Further Information.) Tender documents now available. E.S.B. 18724/63.*
Microscope. (Further Information.) Tender documents now available. E.S.B. 18727/63.*
Meters. July 23. E.S.B. 19521/63.

IRAN

Chemical Fertilizers for Bongah Shimiai: July 29. E.S.B. 19501/63.*
Pumps for General Administration for the Compatability of Fabrics. August 11. E.S.B. 19296/63.*

IRAQ

Office Machinery for Amamat Al Asima. August 11. E.S.B. 19245/63.
Chemicals for the Dairy Administration. Closing date not known. E.S.B. 19562/63.
Steel Sheds for Iraqi Ports Administration. July 21. E.S.B. 19559/63.

Ministry of Health:
Laundry Equipment. (Further Information.) Tender documents now available. E.S.B. 18309/63.*
Photographic Developing Materials. (Further Information.) Tender documents now available. E.S.B. 19243/63.*

Iraqi Republican Railways:
Locomotive Spare Parts. July 29. E.S.B. 19556/63.
Locomotive Equipment. July 22. E.S.B. 19561/63.

Government Oil Refineries Administration:
Overalls. July 23. E.S.B. 19560/63.
Welding Machines. July 16. E.S.B. 19563/63.

Ministry of Defence:
Spare Parts for Machine Tools. July 10. E.S.B. 19241/63.*
Materials for Dry Cell Production. July 10. E.S.B. 19240/63.*
Battery Machines. July 10. E.S.B. 19238/63.*
Berets. (Further Information.) Closing date postponed to July 7. E.S.B. 15386/63.
Fire Extinguishing Materials. July 7. E.S.B. 19554/63.
Haberdashers' Sundries. July 17. E.S.B. 19555/63.*
Dry Cell Production Materials. July 10. E.S.B. 19239/63.*
Spare Parts for Power Units. July 10. E.S.B. 19242/63.*
Veterinary Instruments and Drugs. July 7. E.S.B. 19246/63.*
Chemicals. July 10. E.S.B. 19247/63.*
Battery Repairing Materials. July 10. E.S.B. 19248/63.*

JORDAN

Road Surfacing for Jordan Development Board. July 6. E.S.B. 20002/63.

KOREA

Lathes for Office of Supply. July 12. E.S.B. 19290/63.*

KUWAIT

Military Constructions for Ministry of Defence. July 2. E.S.B. 19250/63.

Ministry of Electricity and Water:
Control Valves. July 3. E.S.B. 19258/63.*
Power Station Equipment. (Further Information.) Tender documents now available. E.S.B. 16897/63.*
Meter Boards. July 7. E.S.B. 19253/63.*
Chemicals. July 7. E.S.B. 19254/63.*
Valves and Fittings. July 3. E.S.B. 19259/63.*
Instrumentation and Telemetering System. July 24. E.S.B. 19969/63.*
Distillation Plant. September 22. E.S.B. 19970/63.
Exhaust Fans. July 10. E.S.B. 19971/63.*

MALAYA

Filtration Plant Equipment for State Engineer. July 29. E.S.B. 19299/63.

Director of Public Works:
Pumping Equipment. (Further Information.) Closing date postponed to July 10. E.S.B. 17805/63.*
Pumping and Electrical Equipment. July 29. E.S.B. 19298/63.
Pumps and Pipework. July 11. E.S.B. 19300/63.
Pump Sets for Drainage and Irrigation Department, Johore. July 16. E.S.B. 19550/63.

NETHERLANDS

Constructional Project for Directorate of Overijssel. July 5. E.S.B. 19249/63.

NEW ZEALAND

Electronic Valves for General Post Office, Wellington. July 15. E.S.B. 19914/63.*
Pumping Unit for Auckland Metropolitan Drainage Board. July 3. E.S.B. 19587/63.*
Rail Lubricators for Government Railways, Wellington. July 17. E.S.B. 19968/63.
Textiles for Ministry of Works. July 11. E.S.B. 19916/63.*

PAKISTAN

The Telegraph and Telephone Directorate-General:
Communication Equipment. (Further Information.) Closing date postponed to July 1. E.S.B. 14158/63.*
Battery Eliminators. July 15. E.S.B. 19266/63.

PORTUGUESE EAST AFRICA

Steel Plates for Ports, Railways and Transport Department. July 17. E.S.B. 19567/63.

PORTUGUESE WEST AFRICA

Chlorine and Ammonia for Water and Electricity Board. July 19. E.S.B. 20008/39.

RHODESIA AND NYASALAND

Fluoridation Plant for Lusaka City Council. (Further Information.) E.S.B. 17507/63.
Shovels for Federal Tender Board. July 5. E.S.B. 19265/63.*
Transformers for Bulawayo Municipality. July 3. E.S.B. 20003/63.*

SALVADOR

White Bond Paper for La Proveeduria General de la Republica. July 2. Tender documents (in Spanish) available. E.S.B. 19553/63.*

SOUTH AFRICA

Cable for Municipal Offices, Johannesburg. July 2. E.S.B. 19581/63.*
Pumping Plant and Equipment for Department of Water Affairs. (Advance Information.) Closing date not yet known. E.S.B. 18665/63.
Furnaces for Union Steel Corporation (of South Africa) Ltd. August 5. E.S.B. 19910/63.
Milling Machine for South West Africa Administration. July 9. E.S.B. 18772/63.*

Cape Provincial Administration:
Printers' Ink. July 5. E.S.B. 19545/63.*
Staples and Tee Squares. July 9. E.S.B. 19544/63.*
Lingerie Material. July 5. E.S.B. 19546/63.*

South African Railways:
Concrete Mixers. July 12. E.S.B. 19909/63.*
Hoists. July 12. E.S.B. 19577/63.*
Petrol Engines. July 12. E.S.B. 19578/63.*
Air Compressors. July 12. E.S.B. 19580/63.*

State Tender Board:
Chilled Iron Shot. July 4. E.S.B. 19574/63.*
Aluminium Tubes. July 11. E.S.B. 19575/63.*
Charging Plant. July 4. E.S.B. 19585/63.*
Contour Sawing and Filing Machine. July 16. E.S.B. 19583/63.*
Portable Insulated Containers. July 3. E.S.B. 19584/63.*
Generating Plant; Battery Lighting Supply. (Further Information.) Closing date postponed to July 25. E.S.B. 15147/63.
Testing Machine. July 11. E.S.B. 19576/63.*

SOUTH VIETNAM

Central Purchasing Authority:
Chemicals. July 10. E.S.B. 20000/63.*
Flux. July 12. E.S.B. 20001/63.*
Water Supply Project for Ministry of Public Works and Communications. July 8. E.S.B. 19912/63/D.L.F.

SPAIN

Dump Trucks; Radiotelephone Apparatus for Ministerio de Obras Publicas. July 5. E.S.B. 19514/63.
Electronic Valves for Ministerio del Aire. July 8. E.S.B. 19966/63.
T.V. Equipment for Ministerio de Informacion y Turismo. July 1. E.S.B. 19927/63.

Ministerio de Agricultura:
Welding Groups. July 10. E.S.B. 19539/63.
Trailers. July 9. E.S.B. 19540/63.
Motor Trucks. July 8. E.S.B. 19541/63.
Gas Oil Tank Trucks; Soil Scrapers. Closing dates July 6 and July 4.E.S.B. 19549/63.

SUDAN

Creosoting Plant for the Sudan Government Purchasing Agent. July 16. E.S.B. 19965/63.*
Tubular Steel Poles for the Sudan Gezira Board. July 14. E.S.B. 19964/63*

SWEDEN

Construction of a Tunnel for Hamnkontoret, Gothenburg. November 15. E.S.B. 19629/63.*

THAILAND

Construction Machines and Equipment for Royal Irrigation Department. July 17. E.S.B. 19537/63.*
Diesel Rail Cars for State Railway of Thailand. September 10. E.S.B. 19924/63.

TRINIDAD AND TOBAGO

Dental Requisites for Ministry of Health and Housing. July 6. E.S.B. 19962/63.*

TURKEY

NATO Infrastructure Contract:
Delivery and Installation of Power Plants for the Turkish Authorities. Apply by July 1. G.D. 88/61 (57).
Cast Iron and Asbestos Pipes for Iller Bankasi Genel Müdürlügü. July 4. E.S.B. 19263/63.*
Workshop Machinery for State Railways Administration. (Further Information.) Closing date postponed to July 7. E.S.B. 18121/63.*

Information for U.K. Exporters (*Continued*)

Turkish Maritime Bank:
Motors (Air). July 9. E.S.B. 20022/63.*
Steel Plates. July 2. E.S.B. 19557/63.*
Engine Telegraph. July 2. E.S.B. 19558/63.*

State Highways Department:
Abrasive Paper. July 1. E.S.B. 19271/63.*
Valves. July 3. E.S.B. 19272/63.*

Grinding Wheels. July 1. E.S.B. 19278/63.*
Lapping Compounds. July 1. E.S.B. 19270/63.*
Tyre Air Valve Caps and Parts. July 3. E.S.B. 19273/63.*

UNITED STATES OF AMERICA

Bureau of Reclamation:
Control Equipment. July 11. E.S.B. 19939/63.*
Frame for Fixed Wheel Gate. July 11. E.S.B. 19940/63.*

Agency and Export Opportunities, Market Surveys, Etc.

Further details of the items referred to below are contained in recent issues of the Export Service Bulletin, or Supplement, copies of which can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (inquiries by telephone: City 5757, Ext. 427), on prepayment of the sum of 2s. per copy. The reference number should be quoted in all inquiries.

All Countries
Successful bidders for overseas contracts. (E.S.B. 860/63.)

Australia
Agency inquiry for pharmaceuticals. (E.S.B. 18296/63.)
Inquiry for knitwear; pottery and chinaware; furnishing fabrics; Manchester goods; domestic electrical goods; fancy goods; toys. (E.S.B. 16958/63.)
Inquiry for suitings. (E.S.B. 19000/63.)
Inquiry for fuse gear; cable. (E.S.B. 19166/63.)

Bahrain
Agency inquiry for pipes for sewerage; builders' hardware; polythene sheeting. (E.S.B. 19319/63.)
Market report on domestic hollow-ware and kitchen hardware. (E.S.B. 11608/63.)

Barbados
Radio station project – further information. (E.S.B. 18436/63.)

Bolivia
Inquiry in respect of edible oil factory. (E.S.B. 19421/63.)
Inquiry in respect of hydro-electric project. (E.S.B. 18597/63.)

Brazil
Market report on hand and agricultural tools. (E.S.B. 12620/63.)

Canada
Agency inquiry for precision electronic components and instruments. (E.S.B. 19602/63.)
Inquiry for tools. (E.S.B. 18950/63.)
Inquiry for hardware; agricultural and garden tools; power tools; nails. (E.S.B. 18984/63.)
Inquiry for radios; giftware. (E.S.B. 19404/63.)
Manufacture under licence – precision machinery. (E.S.B. 7880/63.)
Market report on petroleum refinery equipment. (E.S.B. 14423/63.)
Market report on children's ready-made clothing. (E.S.B. 5592/63.)
Federal Government contracts. (E.S.B. 13181/63.)

China (People's Republic of)/Hungary
Trade and financial arrangements. (C.R.E. 4725/G.)

Costa Rica
Agency inquiry for machinery and equipment; cosmetics; surgical needles. (E.S.B. 19076/63.)

East Germany/Roumania
Trade and financial arrangements. (C.R.E. 13196/53.)

Egypt
Inquiry for printing machinery and plant. (E.S.B. 19095/63.)
Inquiry for printing machinery. (E.S.B. 19053/63.)

Ethiopia
Inquiry in respect of miscellaneous agencies – further information. (E.S.B. 7807/63.)

Finland
Agency inquiry for surgical equipment. (E.S.B. 19614/63.)
Agency inquiry for electrical accessories and instruments; steam valves. (E.S.B. 19495/63.)
Agency inquiry for glassware; mirrors. (E.S.B. 19094/63.)
Agency inquiry for loudspeakers; walkie-talkie sets. (E.S.B. 19492/63.)
Agency inquiry for citric acid. (E.S.B. 14315/63.)
Inquiry for refractories. (E.S.B. 19339/63.)
Radio and television centre. (E.S.B. 19027/63.)

France
Agency inquiry for heating and air-conditioning equipment. (E.S.B. 19102/63.)
Agency inquiry for band saws. (E.S.B. 19423/63.)
Agency inquiry for 'après-ski' clothing. (E.S.B. 19446/63.)
Agency inquiry for rustic floor tiles. (E.S.B. 19071/63.)
Agency inquiry for electric motors. (E.S.B. 19017/63.)
Agency inquiry for polishing machines; polishes; printing machinery. (E.S.B. 19315/63.)
Report on a visit to Toulouse.
Development of the Bas-Rhône-Languedoc area. (E.S.B. 18014/63.)

Germany
Economic report, May 27-June 9, 1963. (C.R.E. 1479/G.)

Greece
Inquiry for electric motors. (E.S.B. 19396/63.)

Israel
Agency inquiry for buttons. (E.S.B. 18958/63.)
Inquiry in respect of engineering supplies; technical plant; earthmoving and contractors' machinery. (E.S.B. 13421/63.)

Italy
Agency inquiry for foodstuffs. (E.S.B. 15091/63.)
Industrial Notes. (E.S.B. 15233/63.)

Japan
Inquiry for consumer goods; handicrafts; fancy goods. (E.S.B. 19181/63.)
Economic report, April 1963. (C.R.E. 5810/63.)

Jordan
Inquiry for pharmaceuticals; toilet preparations. (E.S.B. 19336/63.)

Kenya
Agency inquiry for toys and games; dolls. (E.S.B. 19482/63.)
Agency inquiry for workshop vices. (E.S.B. 18978/63.)
Agency inquiry for foodstuffs. (E.S.B. 18870/63.)
Economic report, January-March 1963. (C.R.E. 7657/G.)

Malaya
Agency inquiry for office equipment. (E.S.B. 17429/63.)

Malta
Collaboration – toy factory. (E.S.B. 10481/63.)

Mauritius
Inquiry for bus-coach equipment and plant; metal door and window plant. (E.S.B. 18228/63.)

Mexico
Inquiry in respect of brake linings manufacture. (E.S.B. 17724/63.)

Morocco/Poland
Trade and financial arrangements. (C.R.E. 8670/57.)

New Zealand
Agency inquiry for furnishing fabrics. (E.S.B. 19413/63.)
Inquiry for foodstuffs; textiles; hardware, etc. – further information. (E.S.B. 18900/63.)

Nigeria
Economic report, January-March 1963. (C.R.E. 4866/63.)

Pakistan
Inquiry for press; heat treatment plant. (E.S.B. 19340/63.)

Philippines
Manufacture under licence – confectionery. (E.S.B. 14667/63.)

Poland/People's Republic of China
Trade and financial arrangements. (C.R.E. 5619/G.)

Portugal
Inquiry for yarns. (E.S.B. 19479/63.)

Rhodesia
Agency inquiry for Christmas cards. (E.S.B. 17696/63.)

Singapore
Agency inquiry for piece-goods; carpets; women's clothing. (E.S.B. 18988/63.)

Spain
Economic report, April 1963. (C.R.E. 2450/63.)

Switzerland
Agency inquiry for building materials; builders' hardware; prefabricated building components; tools. (E.S.B. 19414/63.)
Agency inquiry for carbon filters. (E.S.B. 19338/63.)

Syria
Inquiry for paperback and technical books. (E.S.B. 40045/62.)

Thailand
Economic report, May 1963. (C.R.E. 2653/60.)

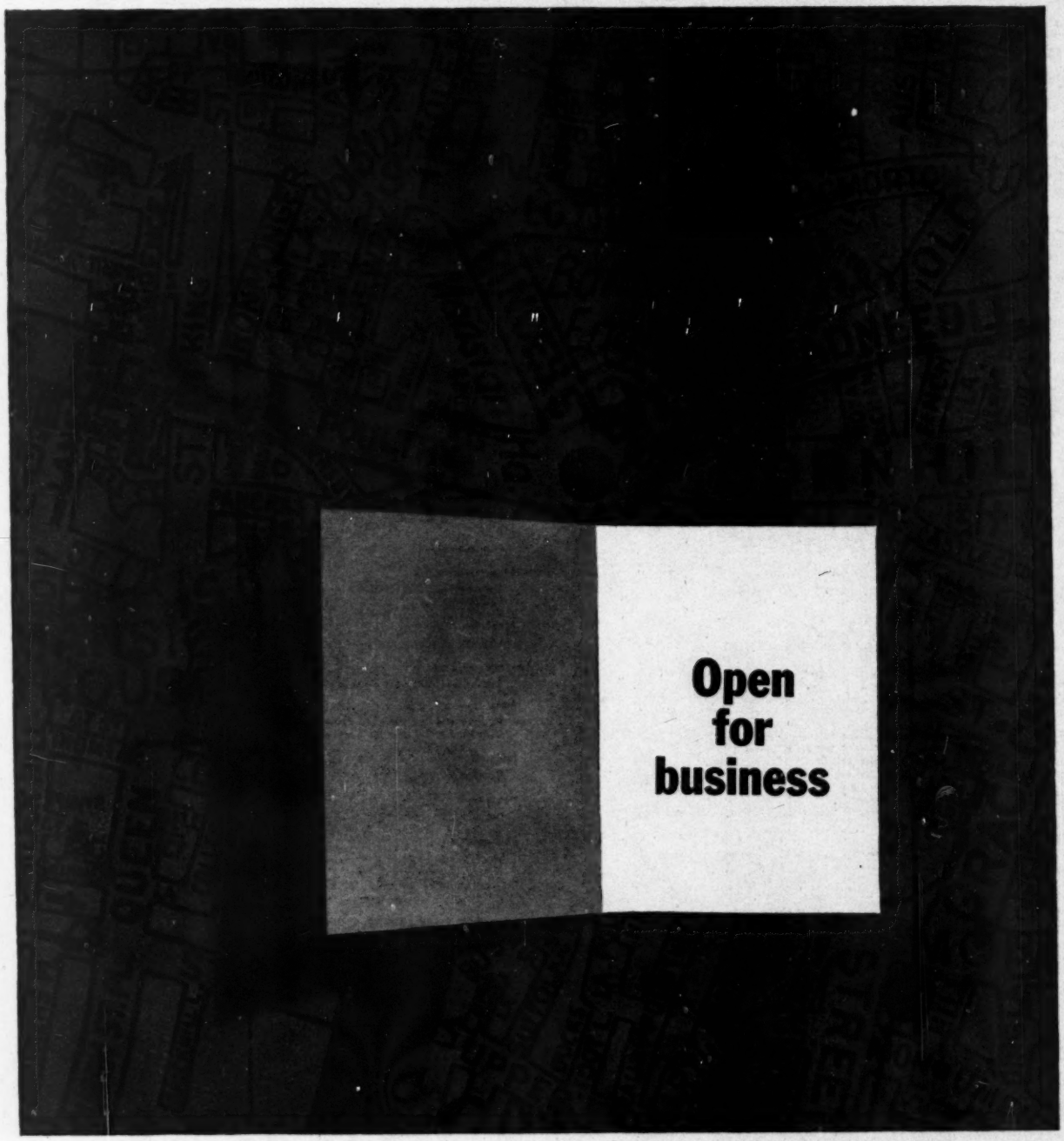
Trinidad
Agency inquiry for textiles; footwear; millinery; synthetic silks; souvenir items. (E.S.B. 19029/63.)
Inquiry for laboratory equipment. (E.S.B. 19184/63.)

Turkey
Inquiry in respect of telecommunication and electrical equipment; diesel and gas engines; pumps, pipes; water drilling equipment rigs; cars and trucks. (E.S.B. 18960/63.)
Collaboration – production of insecticide sprayers and dusters. (E.S.B. 19427/63.)
Collaboration – concrete pipe factory. (E.S.B. 19055/63.)

Uganda
Collaboration – sugar factory. (E.S.B. 19164/63.)

United States of America
Inquiry for foodstuffs. (E.S.B. 15592/63.)
Manufacture under licence – transmission gear units. (E.S.B. 19114/63.)

U.S.S.R./Cuba
Trade Agreement. (C.R.E. 2186/G.)



A new bank in the heart of the City

Last month, American Express opened its new banking headquarters for the United Kingdom and Eire, at 25 Abchurch Lane. Our new bank in the heart of the City is the latest link in the American Express world-wide banking network. With its 44 banking offices, this network includes branches in all the major international money markets: London, Paris, Amsterdam, Frankfurt, Zurich and New York. Although active in Britain for over 60 years, the new American Express branch in Abchurch Lane will be devoted exclusively to banking and will offer a complete range of commercial banking services to clients and correspondents.

AMERICAN EXPRESS

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Tariff, Customs, Import and Other Regulations in Overseas Countries

Registered Trade Mark (rtm) Goods in Overseas Tariff Lists

THE LISTS OF TARIFF, Customs and import regulation changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be prefixed by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

ARGENTINA

'Aforos' for Imports

ARGENTINE CUSTOMS Administration Resolutions establish the following index prices ('aforos') on which the surcharges and duties will be assessed. The 'aforo' system was explained in the *Board of Trade Journal* of November 10, 1961, (page 994).

Tariff No.	Item	Value C and F U.S. Dollars	Appraisement Unit
	RESOLUTION No. 4		
152	Hops	1·42	Kilo
152	Concentrate of hops	8·75	Kilo
	RESOLUTION No. 5		
1185	Iron or steel pliers in the form of pincers	2·25	Kilo
2329	Electrician pliers, insulated	2·65	Kilo
	RESOLUTION No. 6		
1372	Seamless steel tubes, for casing	267·00	Ton
1372	Seamless steel tubes, for pumping (tubing)	307·00	Ton
Without No.	Drill pipe	386·00	Ton
1372	Seamless steel tubes (line pipe) outside diameter between 30 mm. and 60 mm.	320·00	Ton
1372	Seamless steel tubes (line pipe) outside diameter more than 60 mm.	271·00	Ton
	RESOLUTION No. 24		
4774 bis	Copolymers of vinyl chloride with vinyl acetate unplasticized	0·52	Kilo
	RESOLUTION No. 25		
4426	Carbon tetrachloride	244·00	Each 1,000 Kilos
	RESOLUTION No. 81		
4884-4885	Industrial 'Urotropina' or hexamine	490·00	Ton
	RESOLUTION No. 82		
2760	Tiles – Havre, Marseilles or similar quality, from 13 to 20 cm. side measurement for floors	0·20	Gross Kilo
2767	Tiles to be used as mosaic or mosaics of any form, for yards ('patios'), entrances, etc., of 14 mm. thickness, including tiles less than 13 cm. side measurement	0·23	Gross Kilo
2767	Ceramic mosaics of 5 x 5 cm. side measurement and up to 6 mm. thickness	0·48	Gross Kilo
2768	Tiles to be used as mosaics or mosaics of any form for patios', entrances, etc., of more than 14 mm. thickness, including tiles less than 13 cm. side measurement	0·23	Gross Kilo
	RESOLUTION No. 106		
4019	Mechanical toys, friction operated	1·60	Kilo Legal
4019	Mechanical toys, spring operated	1·60	Kilo Legal
4019	Mechanical toys, key operated	2·20	Kilo Legal
4019	Mechanical toys, battery operated Note: Electric trains with transformer or not are not included in any of the above.	2·20	Kilo Legal
4020	Toys made of tinplate not included in other Tariff Nos.	1·25	Kilo Legal
4020	Toys of cast metal not included in other Tariff Nos.	2·40	Kilo Legal
4020	Toys of china, porcelain and/or wood not included in other Tariff Nos.	0·70	Kilo Legal
4020	Plastic toys not mentioned in other Tariff Nos.	2·50	Kilo Legal
4021	Toys similar to those mentioned in Tariff No. 4020 with celluloid adhesion	2·50	Kilo Legal
4022	Toys lined with cloth, felt and similar fabrics	2·50	Kilo Legal
4027	Dolls made of celluloid (complete or not)	5·00	Kilo Legal
4030	Dolls of other types	2·50	Kilo Legal
4031	Dolls lined in cloth, felt and similar fabrics	2·50	Kilo Legal
	RESOLUTION No. 107		
1372	Pipes, Bundy type up to 6·35 mm. outside diameter	950·00	Ton
1372	Pipes, Bundy type more than 6·35 mm. outside diameter	900·00	Ton
1372-1373	Bends for welding (without sleeves)	400·00	Ton
1372-1373	Steel flanges	300·00	Ton
	RESOLUTION No. 109		
2190	Accessories in general for electrical installations for domestic or industrial use, the chief components of which are porcelain, china, steatite or other ceramic material, either loose parts and/or complete and/or with metallic applications, such as electric light fittings, switches, fuses, fuse-carrier caps, interceptors with frontal or rear connections, sockets, plugs, electric switches, socket outlets, receptacles, connections	3·21	Gross Kilo
2191	Ditto. With wooden base and wooden cover or porcelain or other ceramic material	3·21	Gross Kilo
2192	Ditto. With porcelain, china, steatite or other ceramic material base and metal, papier-mache, wooden or plastic cover	3·21	Gross Kilo
2193	Ditto. With shale or marble base, with or without cover	3·21	Gross Kilo
2282	Connector of porcelain, china, steatite or other ceramic material for electric irons, with or without cord	3·21	Gross Kilo
2855	Electric lampholders of china or other ceramic materials	3·21	Gross Kilo
2856	Electric lampholders of china or other ceramic material with brass or other metals	3·21	Gross Kilo
2857	Electric lampholders of porcelain or other ceramic material	3·21	Gross Kilo
2858	Electric lampholders of porcelain or other ceramic material, with brass, yellow metal or other metals	3·21	Gross Kilo
2190	Switches for electric current, for domestic and industrial purposes, with or without fuses, mounted on porcelain, china, steatite or other ceramic material, with covers of any type, such as: plastic, metallic or ceramic	7·00	Gross Kilo
2191	Switches for electric current for domestic and industrial purposes, with or without fuses with wooden base and wooden, porcelain or plastic cover	7·00	Gross Kilo
2192	Switches for electric current, for domestic and industrial purposes, with or without fuses, with porcelain, china, steatite or other ceramic material base and cover of metal, papier-mache, wood or plastic	7·00	Gross Kilo
2193	Switches for electric current, for domestic and industrial purposes, with or without fuses with base of shale or marble, with or without cover	7·00	Gross Kilo
	RESOLUTION No. 172		
1682	Double irons for carpenters' planes	1·31	Kilo
	RESOLUTION No. 173		
1495	Bricklayers' trowel	1·71	Kilo
	RESOLUTION No. 174		
1554	Carpenters' chisel without head	2·16	Kilo
	RESOLUTION No. 175		
4859 A	Sodium hydrogen pyrophosphate	323·00	1,000 Kilos
	RESOLUTION No. 176		
4556 bis	Butyl acetate	385·00	1,000 Kilos
	RESOLUTION No. 181		
939	Stop watches exclusively chronographs, of common metal, 'Roskoff' system or with beat pins, with or without rubies	1·50	Each
939	Stop watches exclusively chronographs, of common metal, with visible mechanism, with or without rubies	3·00	Each
	RESOLUTION No. 184		
4755-4756	Paraffin	200·00	1,000 Kgs.
	RESOLUTION No. 186		
892	Gold bracelets of 750 millesimals (18 kilates) without precious stones	0·50	Gramme

(Continued on next page)

Argentina (*Continued*)

Tariff No.	Item	Value C and F U.S. Dollars	Appraisement Unit
893	Gold bracelets inferior to 750 millesimals, without precious stones	0·40	Gramme
Without No.	Platinum bracelets without precious stones	1·50	Gramme
911	Gold pocket watches with one or more lids, or wrist watches, with chronometer or any other component, for men	18·00	Each
Without No.	Gold watches with fixed bracelet, with chronometer or any other component, for men	24·00	Each
912	Gold pocket watches, with one or more covers, or wrist watches, for men	14·00	Each
Without No.	Gold watches with fixed bracelet, for men	20·00	Each
913	Gold pocket watches with one or more lids, or wrist watches, with or without chronometer or with any other component, for ladies	10·00	Each
Without No.	Gold watches with fixed bracelet, with or without chronometer, or with any other component, for ladies	18·00	Each
914	Gold pocket watches, with one or more lids, or wrist watches with diamonds or fine pearls, for ladies	20·00	Each
Without No.	Gold watches with fixed bracelet, with diamonds or fine pearls, for ladies	26·00	Each
911	Gold watch cases for men	0·50	Gramme
Without No.	Gold watch cases with fixed bracelet, for men or ladies	0·50	Gramme
913	Gold watch cases for ladies	0·50	Gramme
Without No.	Platinum watch cases with or without fixed bracelet, for men or ladies	1·50	Gramme
	RESOLUTION No. 187		
1550	Iron oil cans	2·07	Kilo
	RESOLUTION No. 204		
4165	Watch bracelets for men or ladies, expandable or not, made of any non-precious metal	3·00	Net Kilo
	RESOLUTION No. 225		
1831	Manual adding machines	85·00	Each
1831	Electrical adding machines	124·00	Each
1831	Electrical adding machines with automatic multiplication	174·00	Each
	RESOLUTION No. 226		
4744 bis	P.V.C. or vinyl chloride polymer, in powder form	0·38	Net Kilo
	RESOLUTION No. 241		
2207	Electric insulators of baked clay or pot, of any class, including through tubes and insulators of any type, of more than 3 cm. diameter all without metallic parts	0·9758	Gross Kilo
2207	Electric insulators of baked clay or pot, of any class, including through tubes and insulators, of any type of more than 3 cm. diameter with ferrous metallic pieces (iron, steel, cast iron, malleable or others) said metallic parts being fixed to the insulators, or separated but forming part of the items mentioned	1·4790	Gross Kilo
2207	Electric insulators of baked clay or pot, of any class, including through tubes and insulators of any type, of more than 3 cm. diameter with anti-magnetic metallic pieces (bronze, copper, brass, aluminium and others) said metallic pieces being fixed to the insulators or separated but forming parts of the items mentioned	5·03	Gross Kilo
2208	Electric insulators of porcelain of any class, including through tubes and insulators of any type of more than 3 cm. diameter, without any metallic parts	0·9758	Gross Kilo
2208	Electric insulators of porcelain, of any class, including through tubes and insulators, of any type, of more than 3 cm. diameter, with ferrous metallic pieces (iron, steel, cast, malleable or others) said metallic parts being fixed to the insulators or separated but forming part of the items mentioned	1·4790	Gross Kilo
2208	Electric insulators of porcelain, of any class, including through tubes and insulators of any type, of more than 3 cm. diameter, with anti-magnetic metallic pieces (bronze, copper, brass, aluminium or others) said metallic parts being fixed to the insulators or separated but forming part of the items mentioned	5·03	Gross Kilo
2209	Electric insulators of baked clay or pot, of any class, including through tubes and insulators of any type of up to 3 cm. diameter inclusive, without metallic parts	0·9758	Gross Kilo
2209	Electric insulators of baked clay or pot, of any class, including through tubes or insulators of any type, of up to 3 cm. diameter inclusive, with ferrous metallic pieces (iron, steel, cast, malleable or others) said metallic parts being fixed to the insulators or separated but forming part of the items mentioned	1·4790	Gross Kilo
2209	Electric insulators of baked clay or pot, of any class, including through tubes and insulators of any type, of up to 3 cm. diameter inclusive, with anti-magnetic metallic pieces (bronze, copper, brass, aluminium or others) said metallic parts fixed to the insulators or separated but forming part of the items mentioned	5·03	Gross Kilo
2210	Electric insulators of porcelain, of any class, including through tubes and insulators of any type of up to 3 cm. diameter inclusive, without metallic parts	0·9758	Gross Kilo
2210	Electric insulators of porcelain, of any class, including through tubes and insulators of any type, of up to 3 cm. diameter inclusive, with ferrous metallic pieces (iron, steel, cast, malleable or others) said metallic parts fixed to the insulators or separated but forming part of the items mentioned	1·4790	Gross Kilo
2210	Electric insulators of porcelain of any class, including through tubes and insulators, of any type, of up to 3 cm. diameter inclusive, with anti-magnetic metallic pieces (bronze, copper, brass, aluminium, or others), said metallic parts being fixed to the insulators or separated but forming part of the items mentioned	5·03	Gross Kilo
Without No.	Electric insulators of any ceramic material, such as pot-stone, earthenware, corundum or others, excluding those of baked clay, pot or porcelain, of any class, including through tubes and insulators of any type, without metallic parts	0·9758	Gross Kilo
Without No.	Electric insulators of any ceramic material, such as pot-stone, earthenware, corundum, or others, excluding those of clay, pot and porcelain of any class, including through tubes and insulators of any type, with ferrous metallic pieces (iron, steel, cast, malleable or others) said metallic parts being fixed to the insulators or separated but forming part of the items mentioned	1·4790	Gross Kilo
Without No.	Electric insulators of any ceramic material, such at pot-stone, earthenware, corundum or others, excluding those of baked clay, pot and porcelain, of any class, including through tubes and insulators of any type, with anti-magnetic metallic pieces (bronze, copper, brass, aluminium or others), said metallic parts being fixed to the insulators or separated but forming part of the items mentioned	5·03	Gross Kilo
	RESOLUTION No. 279		
1716	Pencils for carpenters	1·30	Net Kilo
	RESOLUTION No. 322		
1279	Cylindrical and conical drills of high speed steel up to and including 2·0 mm. diameter	90·00	Net Kilo
1279	Ditto of 2·1 mm. up to and including 8·0 mm. diameter	17·00	Net Kilo
1279	Ditto more than 8·0 mm. diameter	8·00	Net Kilo
1279	Cylindrical drills, carbon steel, up to and including 2·0 diameter	26·00	Net Kilo
1279	Ditto 2·1 mm. up to and including 8·0 mm. diameter	4·85	Net Kilo
1279	Ditto more than 8·0 mm. diameter	2·30	Net Kilo
1279	Conical drills, carbon steel, up to and including 8·0 mm. diameter	8·50	Net Kilo
1279	Ditto more than 8·0 mm. diameter	4·00	Net Kilo
	RESOLUTION No. 324		
1859	Steel measuring tapes of more than 2 and up to 20 metres	4·50	Net Kilo
1859	Ditto more than 20 metres	3·85	Net Kilo
	RESOLUTION No. 323		
Without No.	Productos constituidos por carbonato de plomo basico, suspendidos esteres del acido acetico, y un plastificante derivado del acido ftalico o mezclado con uno de dichos plastificantes, denominados esencias de perlas sinteticas o esencia de Oriente o pigmento brillante o pigmento nacarado. (Given in the original Spanish as this chemical cannot be identified)	10·500	1,000 Net Kilos

(*Continued on next page*)

NOTICE

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff Customs and Import Regulations of Overseas Countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

Argentina (*Continued*)

Modifications to Import Lists

ARGENTINE GOVERNMENT Decrees Nos. 1840, 1844 and 1845, of March 11, 1963 modify as follows the lists attached to Decree No. 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278):-

Decree No. 1840.

Tariff No. 2062 – Arc welding rod holders. This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 2314 – Metals, elements for batteries or accumulators, excluding wooden and lead plates, accumulator separators for motor cars and accumulators of any type.

The text of this item in List No. 3 (40 per cent surcharge) is hereby modified to read as follows:

'Metals, elements for battery cells or accumulators, excluding wooden and lead plates and separators of any type for batteries or accumulators'.

Tariff No. 2085 – Insulating plates made from impregnated and pressed sheet mica.

This item is hereby included in List No. 4 (100 per cent surcharge).

Tariff No. 5135 – Porcelain capsules, minimum capacity 15 litres, with enamel interior and top outside edge at a height of 0.02 mts.

This item is hereby included in List No. 8 (80 per cent surcharge).

Tariff No. 346 – Oriental tobacco of 'Xhanti' and 'Samos' types, in leaf only. (This item is hereby included in List No. 4 (100 per cent surcharge.)

Tariff No. 5064 – Solution of 5-fluoropyrimidine-2,4-dione in ampoules.

This item is hereby included in List No. 1 (no surcharge).

Tariff No. 4566 – Essence of vanilla, apple, caramel, strawberry, cherry, raspberry, orange and lemon in powder, covered with gums and/or glutinous substances to avoid evaporation and oxidization.

This item is hereby included in List No. 4 (100 per cent surcharge).

1-Naphthyl methylcarbamate not less than 40 per cent concentrate.

The above item appearing under Tariff No. 4643 bis, clause XXX, and Tariff No. 4788 bis, clause X, is hereby removed from List No. 3 (40 per cent surcharge).

1-Naphthyl methylcarbamate not less than 95 per cent concentrate.

The above item is hereby included in List No. 3 (40 per cent surcharge) under Tariff No. 4643 bis, clause XXX, and Tariff No. 4788 bis, clause X.

Tariff No. 4292 – Cellulose nitrate dampened with ethanol.

This item is hereby removed from List No. 2 (20 per cent surcharge).

Tariff No. 4292 – Cellulose nitrate moistened with alcohols only up to a maximum of 40 per cent in relation to basic dryness, without colourings (anilines or pigments).

This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 4292 (Cellulose nitrate in all forms except in the form mentioned in List No. 3.

This item is hereby included in List No. 5 (150 per cent surcharge).

Decree No. 1844.

Tariff No. 4319 – Anilines of other colours and accelerators, antioxidants, retarders and auxiliaries for rubber and other elastomers excluding those products specifically excluded from this Tariff No. in the list.

The text of this item in List No. 3 (40 per cent surcharge) has been modified to read as follows:

'Anilines of other colours and accelerators, antioxidants, retarders and auxiliaries for rubber and other elastomers, excluding the products specifically excluded from this Tariff number in this list and phenothiazines with or without additives.'

Tariff No. 4319 – Phenothiazine. This item is hereby included in List No. 8 (80 per cent surcharge.)

Tariff No. 4303 – Aluminium isopropoxide.

This item is hereby transferred from List No. 2 (20 per cent. surcharge) to List No. 8 (80 per cent surcharge).

Tariff Nos. 4317, 4318, 4319, 4659 and 4710 – The following items under these Tariff numbers in List No. 5 (150 per cent surcharge) are hereby removed as exclusions:

36900 –	Agente	fluorescente	de	abrillantado	5
36900 –	"	"	"	"	27
40600 –	"	"	"	"	30
40605 –	"	"	"	"	34
40620 –	"	"	"	"	32
40630 –	"	"	"	"	1
40630 –	"	"	"	"	2

(Given in the original Spanish as this item cannot be identified.)

Tariff No. 4319 – Optical bleaches based on stilbene, excluding those specially mentioned in List No. 5. The text of this item in List No. 8 (80 per cent surcharge) is hereby modified to read as follows:

'Optical bleaches based on stilbene.'

Tariff No. 1799/802 – Spare parts for industrial and non-industrial machines except visible drip oilers, etc., etc.

The following exclusions to this item in List No. 8 (80 per cent surcharge) are hereby added: 'cores, hearts, dies or hard metal matrices for stranders, unfixed or mounted in metal box'.

Tariff Nos. 1149 and 1799/802 – Cores, hearts, dies or hard metal matrices for stranders, unfixed or mounted in metal box.

The above items are hereby included in List No. 5 (150 per cent surcharge).

Tariff No. 942 – Piano accordions, fine quality of more than 80 stops.

Tariff No. 944 – Diatonic accordions, only. The two items above mentioned are hereby removed from List No. 3 (40 per cent surcharge).

Tariff No. 942 – Piano accordions, fine quality of 96 or more stops, with three or more pitches in the melody and four or more in the accompaniment, five or more registers in the melody and three or more in the accompaniment, only.

Tariff No. 944 – Chromatic accordions, push button action melody and accompaniment, not less than 31 buttons, 12 accompaniments and three pitches, only.

The two items mentioned above are hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 942 – Piano accordions, fine quality of 96 or more stops, with two pitches in the melody, with registers in the melody and accompaniment, only.

Tariff No. 944 – Diatonic accordions, only.

The two items mentioned above are hereby included in List No. 4 (100 per cent surcharge).

Tariff No. 2234 – Pincer ammeters.

Tariff No. 2275 – Apparatus for measuring electric current or measurement of resistance, intensity, etc., not specially mentioned in other tariff numbers, including those for light, complete or incomplete, meters for continuous current, single-phase meters, three-phase meters, with the exception of ammeters, automatic light switches for staircases and optical photometers.

The two items mentioned above are hereby removed from List No. 4 (100 per cent surcharge).

Tariff No. 2234 – Pincer ammeters (with or without voltimetric scale additional) only.

Tariff No. 2275 – Counters or meters: apparatus or instruments for measuring electric current or measurement of resistance, intensity, etc., including those for light, complete or incomplete, with the exception of all types of relays ('relevadores') and any other apparatus or element not specially mentioned in other tariff numbers or lists.

The two items mentioned above are hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 2275 – Electric meters of all types, not including master meters equipped with clocks indicating as a minimum 1.10 to 100 turns, scale permitting readings 1/100 of a turn, trigger starter and mechanism for putting all clocks back to 0 simultaneously, watt meters, phase meters (indicators of power factor), frequency meters, synchronoscopes, synchronising arms, revolution indicators and regulating instruments (moving coil or cross-wound bobbin system), all for control panels and for frequencies up to 200 cycles per second, complete or incomplete and their spares; not including digital, electronic, transistorised nor recording regulators of tension control, mechanical type, exclusively for excitors or dynamos, not including those in the wheel section for field intensities, greater than 5A, those of the static type, magnetic amplifiers, electronic nor transistorised regulators; with the exception of all types of relays.

The above item is hereby included in List No. 4 (100 per cent surcharge).

Tariff No. 4744 *bis* – Nylon polymers in clots, paste and powder.

This item is hereby removed from List No. 4 (100 per cent surcharge).

Decree No. 1845.

Tariff No. 1799/802 – Boilers up to 50 atmospheric pressure, capacity 100 tons per hour, and final steam temperature without limit.

Tariff No. 1799/802 – Water motor pumps, pumps and motor pumps, with the exception of special mining submersible pumps for acid and abrasive waters, with armoured electric motor, dry casing with rotor and suction in lower parts, and piston pumps for driving hydraulic presses for pressures of more than 250 kilogrammes per sq. cm., with absorption of more than 100 H.P.

The two items mentioned above are hereby removed from List No. 6, Section 'B' (150 per cent surcharge).

Tariff No. 1799/802 – Steam generating boilers characterized by the products of their maximum service in effective atmospheres multiplied by their normal, continuous production in tons of steam per hour, without limit to temperature of final steam, when said product exceeds 5.000 and up to 8,000 and provided that the maximum service pressure

(*Continued on page* 1417)

Advertisement of Company Meeting.

MARKS AND SPENCER LIMITED

RECORD SALES OF £184,878,000

St Michael REGD.

'ST. MICHAEL' BRAND A HOUSEHOLD WORD

99% GOODS OF BRITISH MANUFACTURE

Massive Investment on Store Development

TOBÉ AWARD

THE THIRTY-SEVENTH ANNUAL GENERAL MEETING was held on June 13 at 47/67 Baker Street, London, W.1.

Mr. Israel M. Sieff (Vice-Chairman and Joint Managing Director) who presided said:

Ladies and Gentlemen: I regret to say that the Chairman cannot be with us at this Annual Meeting as he is indisposed today.

He has, therefore, asked me to read the speech he has prepared.

May I take it that in accordance with our customary practice, the Directors' Report be taken as read.

General Survey

I am pleased to report that our sales for the year amounted to £184,878,000 compared with £172,826,000 in the previous year, an increase of £12,052,000.

In the Report and Accounts, we again append a Ten-Year Statement showing the progress year by year. In 1954 sales were £94,800,000, and in 1963, ten years later, reached the sum of £185,000,000. The Net Profit after taxation was £3,017,000 in 1954, compared with £11,105,000 in 1963.

The sustained growth of the Company has been based on a policy which we have pursued consistently over the years. That policy can be summarised as:

(1) The progressive up-grading of 'St. Michael' goods and the widening of their range and variety.

(2) The intensive scientific and technical work which we apply to the development of the quality and value of 'St. Michael' garments and foodstuffs.

(3) The massive investment, year after year, in the rebuilding, expansion and the modernisation of our stores.

(4) The maintenance and strengthening of the goodwill and confidence of our customers.

During the period under review Science had placed at the disposal of industry a range of interesting man-made fibres with special characteristics and performing values. We strengthened our teams of scientists and technologists to deal with the many problems of the appropriate utilisation of these fibres and to keep abreast of developments in these new and exciting fields. We made increasing use of these fibres to convert them into fine original fabrics for 'St. Michael' garments. Many problems had to be studied such as new constructions, new dyestuffs and new finishes. They were successfully solved.

The importance of this work can be clearly seen from the fact that whereas in 1954 Nylon, the only synthetic fibre available at the time, accounted for £4,000,000 of our sales, last year we sold £64,000,000 of goods made from Nylon and the newer fibres which followed, such as Terylene, Orlon, Acrilan and Courtelle. The traditional fibres, Cotton and Wool, also benefited from the application of new discoveries in finishes and dyestuffs which gave them easy care properties which were in public demand. Many entirely new products in the form of attractively styled garments were added to our range of goods.

An important duty of our technical teams is the specification and control of quality throughout all the processes of production from the fibre to the finished garment. This work, I am glad to say, has added to the fine reputation which I believe my Company enjoys.

'St. Michael' Brand Name

'St. Michael', our brand name, has become a household word as the hallmark of quality and value. The growth in popularity of 'St. Michael' goods is due to the character of the merchandise which we sell, at prices which the public can afford to pay. It is our constant concern to maintain the tradition and reputation of the 'St. Michael' brand name.

We welcome the Molony Report on Consumer Protection which was published last year. The Committee drew attention to the importance of correct labelling of garments and that it was necessary to state the kind of materials used and their special characteristics, so that the customers would know what they were buying. This is our normal practice. We know that our customers are most discerning and discriminating and their trust can only be earned by satisfaction with the goods they buy. We prize their goodwill which we regard as one of our greatest assets.

Food Division

Sales in the past year were £39,000,000 compared with £33,000,000 in the previous year, an increase of £6,000,000.

Our increasing sales show that our customers have confidence in the quality and appreciate the freshness of our products. They have welcomed the wider range of 'St. Michael' foods which we are now offering and, I am glad to say, they appreciate the spaciousness and cleanliness of the Food sections where they can shop in comfort.

We and our Suppliers attach the greatest importance to hygiene and cleanliness at every stage of food production; at the factory, in transit, and at the point of sale in the stores.

Store Development

The increased sales we are reporting bear witness to the cumulative effect of the concentrated effort we are making, year by year, on the expansion and modernisation of our stores.

Since 1954 we have invested £41,000,000 on store development, that is on the rebuilding and modernisations of stores and the acquisition of additional sites. We have spent a further £12,000,000 on the maintenance of our stores all of which are in first class condition. In the last ten years we have added nearly 1,000,000 square feet of selling space, bringing the total to well over 3,000,000 square feet in the system and the total of our frontages has increased to 19,000 ft. *(Continued on facing page*

MARKS AND SPENCER LIMITED

10 YEAR STATEMENT

	YEAR ENDED 31st MARCH									
	1954	1955	1956	1957	1958	1959	1960	1961	1962	1963
	£	£	£	£	£	£	£	£	£	£
TURNOVER	94,806,000	108,375,000	119,400,000	125,012,000	130,429,000	134,449,000	148,023,000	166,501,000	172,826,000	184,878,000
PROFIT BEFORE TAXATION	7,867,000	9,268,000	10,130,000	12,806,000	14,143,000	15,059,000	17,806,000	20,495,000	21,335,000	22,455,000
TAXATION	4,850,000	4,800,000	5,175,000	7,200,000	7,950,000	7,350,000	8,725,000	10,200,000	10,800,000	11,350,000
NET PROFIT AFTER TAXATION	3,017,000	4,468,000	4,955,000	5,606,000	6,193,000	7,709,000	9,081,000	10,295,000	10,535,000	11,105,000
DIVIDENDS (NET)	1,675,000	2,365,000	2,660,000	3,181,000	3,441,000	4,132,000	5,384,000	6,381,000	7,013,000	7,745,000
FUNDS RETAINED IN THE BUSINESS										
PROFIT RETAINED	1,242,000	1,983,000	2,145,000	2,230,000	2,352,000	3,277,000	3,527,000	3,688,000	3,642,000	3,210,000
DEPRECIATION	794,000	660,000	693,000	876,000	904,000	944,000	943,000	1,015,000	1,164,000	1,413,000

Argentina (*Continued*)

at outlet valve of steam reheater is above 50 atmospheres and does not exceed 70 effective atmospheres.

The above item is hereby included List No. 6—Section 'A' (100 per cent surcharge).

Tariff No. 1799/802 - Steam generating boilers characterized by the product of their maximum service pressure in effective atmospheres multiplied by their normal continuous production in tons of steam per hour without limit to temperatures of final steam, when said product is above 5,000 and provided that the maximum service pressure at outlet valve of steam reheater is not greater than 50 effective atmospheres.

Tariff No. 1799/802 - Motor pumps for water, pumps and motor pumps excluding:

(1) Submergible pumps for acid and abrasive waters, special for mining, with armoured electric motor, dry stator and rotor and suction in lower parts;

(2) Piston type pumps for driving hydraulic presses with pressures of more than 250 kg per sq. m. with absorption of more than 100 h.p.;

(3) Vacuum pumps with sealed sulphuric acid ring for pumping chlorine gas, Nash or similar system;

(4) Double stage and double cylinder vacuum pumps coupled in tandem on a single shaft, with less than 1,000 absolute residual microns with admission valve externally controlled, and must have all these conditions.

The two items mentioned above are hereby included in List No. 6, Section 'B' (150 per cent surcharge).

Tariff No. 1799/802 - Equipment with wire feed for automatic or semi-automatic submerged arc welding or with CO^2 gas, with or without corresponding pistol without rotary convector, without rectifier or other power source.

The above item is hereby included in List No. 6, Section 'C' (40 per cent. surcharge).

Tariff No. 2352 - Tool for stud welding, without rotary converter, without rectifier or other source of power.

The above item is hereby included in List No. 3 (40 per cent surcharge).

Modifications to Import Lists

ARGENTINE GOVERNMENT Decrees Nos. 3009 of April 24, 3179 of April 29, and 3648 of May 10, modify as follows the lists attached to Decree No. 5439/59 (see *Board of Trade Journal* of May 29, 1959, page 1278).

Marks and Spencer Ltd. (*Continued*)

During the past year work has been completed at 18 stores which are now fully operating. At present 18 projects are in hand and others will follow as soon as plans are approved. As I have told you, it takes two years or more to rebuild a major store and at any particular moment there is a substantial amount of work in progress of which the full trading benefits are yet to come.

We have still considerable property in our portfolio which will ensure a continuity of development for some years ahead, and we envisage an annual programme which will require an investment of around £5,000,000 a year for some time to come.

Tribute to Manufacturers

I am glad to report that 99 per cent. of our goods are British made. This is also true of the materials and fabrics used. As you know, we set high standards for the manufacture of 'St. Michael' merchandise. We are fortunate in having a fine body of suppliers who have worked with us for many years and who appreciate our aims and methods of operation. The tradition of plant modernisation is one which they have accepted as a normal part of the conduct of their business. It is only by utilising modern machinery and manufacturing techniques that we can hope to produce the considerable quantities of desirable goods we need week by week.

Tribute to Staff

I am always happy to pay tribute to the staff who serve the Company at Head Office and in the Stores. Each makes a valuable contribution to the sustained success of the business, and we who direct the Company are glad to place on record our thanks for their loyal and devoted service.

We are concerned at all times with the well-being of our staff and it has been our privilege to provide pleasant working conditions and amenities for them which I like to think are unequalled anywhere.

I ask you to join with me in thanking our staff, both present and past, for their devoted service in the interests of the Company.

Tobé Award

I was much honoured to be chosen by the Trustees of the Tobé Award to receive the 1962 Award for distinguished contribution to retailing. This is the first time that the honour has been awarded to a retailer operating outside the United States. The Tobé Award, since its inception twenty years ago, has been looked upon as the Oscar of retailing in the United States.

The citation reads, 'It is no longer possible to distinguish between the upper, middle and lower classes of English Society in their dress. Over the years a team of scientists, technologists and production engineers have been employed to investigate the uses of materials, colours and finishes. Manufacturing processes are studied by food technologists who achieve high quality foodstuffs. By such methods, Lord Marks has kept his firm in the forefront. He has followed a policy of creating happy working conditions and of treating his employees as responsible members of the Organisation.'

This is not only a great compliment to me, but I regard it as a compliment to the Organisation of which I have the honour to be Chairman.

The report and accounts were adopted.

Decree No. 3009.

Tariff No. 2292 *bis* - Incandescent lamps for special uses; motor cars, flash lights, radio dials, bicycles, bulb diameter less than 6 mm., etc.

The item 'Lamps for locomotive head lights' is hereby removed from the above item in List No. 3 (40 per cent surcharge).

Tariff No. 2292 *bis* - Lamps for locomotive head lights.

This item is hereby included in List No. 4 (100 per cent surcharge).

Tariff No. 2198/2203 - Dynamic microphones, condenser microphones.

The text of this item in List No. 3 (40 per cent surcharge) is hereby modified to read as follows: - 'Dynamic microphones, tape and moveable bobbin and condenser.'

Tariff No. 4643 *bis* (List No. 3 - 40 per cent surcharge).

The following item is hereby included under this Tariff No. 2:2-di-(p-chlorophenyl)-2-hydroxyethyl acetate, technical grade.

Tariff No. 5063 - Product for dental use made from 'iodofenato de potasio', 'iodo sublimado', 'ioduro de potasio', 'fenol bromuro de radio' y 'oxiacetilaminofenil arseniato de sodio', 'Skapyor' and similar. (Given in the original Spanish as this chemical cannot be identified.)

This item is hereby included in List No. 2 (20 per cent surcharge).

Tariff No. 3614 - Nylon yarn only, including perlon, exclusively for textile use.

This item is hereby removed from List No. 4 (100 per cent surcharge).

Tariff No. 3614 - Continuous synthetic fibres, polyamides, exclusively for textile use.

This item is hereby included in List No. 4 (100 per cent surcharge).

Tariff No. 3987 - Complete lines for deep sea fishing only, in lengths of more than 120 and up to 500 metres each, with coamings of more than 10 metres in length of metal and plastics, placed at 40-metre intervals, with sinkers, hooks and floats of plastics material.

This item is hereby included in List No. 2 (20 per cent surcharge).

Tariff No. 3183 - Self-contained diving equipment, oxygen or open circuit, and spares. Ditto oxygen or closed circuit, and spares. Two-piece diving suit of rubber and spares. Dry diving suit in one piece of waterproofed canvas and spares. Two-piece wet diving suit of neoprene foam and spares. Shallow water diving equipment, lightweight, with hose, helmet and spares.

The above item is hereby included in List No. 2 (20 per cent surcharge).

Tariff No. 4317 - Oxidation bases, classified according to the Colour Index, excluding basis No. 10.

This item is hereby included in List No. 2 (20 per cent surcharge).

The surcharge determined in the previous article for oxidization bases as also those established by virtue of Decree No. 9792/61 (see *Board of Trade Journal* of January 19, 1962, page 119) for development bases, diazotates or not, in free state or as salts, applies whatever the date of assimilation or classification by the National Customs Administration. (Prior or subsequent to May 5, 1959).

Tariff No. 4556 - 'Aqueous solutions of polyethyleneimine ('Polymin P' and the like).

This item is hereby included in List No. 2 (20 per cent surcharge).

Tariff No. 4271 - 4-Chloro-3: 5-xylenol.

This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 4844 - Vaccine against influenza virus, polyvalent, 'Iradogen' and similar.

This item is hereby included in List No. 2 (20 per cent surcharge).

Tariff No. 4556 - 'Cloruro de (1. undecilo 2. amino-etanoil-piridil) - etano o cloruro de (1. lauril - 2. formil-metilpiridonio) - colamina y comercial - mente D.G. - 6 and similar.' (Given in the original Spanish as this chemical cannot be identified.)

This item is hereby included in List No. 2 (20 per cent surcharge).

Tariff No. 4271 - Manganese violet.

The above item is hereby transferred from List No. 2 (20 per cent surcharge) to List No. 3 (40 per cent surcharge).

Decree No. 3179.

Tariff No. 4588 - Cyclopropane gas and other anæsthetic gases in bulk, only.

This item is hereby removed from List No. 2 (20 per cent surcharge).

Tariff No. 4588 - Cyclopropane gas and other anæsthetic gases in bulk, excluding nitrous oxide.

This item is hereby included in List No. 2 (20 per cent surcharge).

Tariff No. 4588 - Nitrous oxide only.

This item is hereby included in List No. 4 (100 per cent surcharge).

Tariff No. 4550 - Strontium and its compounds not specified, excluding hydroxide, chloride, nitrate, carbonate, sulphide and sulphate as minerals.

This item is hereby removed from List No. 4 (100 per cent surcharge).

(*Continued on page* 1419)

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PAN AM

Argentina (*Continued*)

Tariff No. 4550 – Strontium and its compounds not specified, excluding nitrate, carbonate and sulphide as minerals, and strontium, hydroxide and chloride.
This item is hereby included in List No. 4 (100 per cent surcharge).

Tariff No. 4549 – Strontium sulphate, impure.
This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 3067*a* – Rayon or nylon cord fabric.
This item is hereby removed from List No. 3 (40 per cent surcharge).

Tariff No. 3067*a* – Rayon or nylon cord fabric.
This item is hereby included in List No. 5 (150 per cent surcharge).

Tariff No. 5106 – Glass bulbs with interior glossy finish. 90 mm. diameter, only, is hereby substituted by the following: –

'*Tariff No.* 5106. Glass bulbs with interior glossy finish, with or without covering of ethyl silicate of a diameter not less than 90 mm.'

The following items are hereby removed from List No. 3 (40 per cent surcharge):

Tariff No. 1195 – Compressed asbestos fibre jointing in sheet form to bear pressures of over 28 kg/m² metre and temperatures of up to 510°C without metallic insertions.

Tariff No. 1195 – Compressed asbestos fibre jointing in sheet form, special for aviation engines, to bear pressures of up to 60 kg/m² and temperatures of up to 510°C.

Tariff No. 1196 – Compressed asbestos fibre jointing in sheet form, with metallic insertion to bear pressures of more than 31 kg/m² and temperatures of up to 510°C.

Tariff No. 1196 – Compressed asbestos fibre jointing in sheet form with metallic insertion, special for diesel engines cylinder heads, to bear pressures of up to 49 kg/m² and temperatures of up to 480°C.

The following items are hereby included in List No. 3 (40 per cent surcharge):

Tariff No. 1195 – Compressed asbestos fibre jointing in sheet form to bear pressures of over 28 kg/m² and temperatures of more than 450°C.

Tariff No. 1195 – Compressed asbestos fibre jointing in sheet form, special for aviation engines, to bear pressures of not less than 60 kg/m² and temperatures of more than 450°C.

Tariff No. 1196 – Compressed asbestos fibre jointing in sheet form, with metallic insertion, to bear pressures of more than 31 kg/m² and temperatures of more than 450°C.

Tariff No. 1196 – Compressed asbestos fibre jointing in sheet form, with metallic insertion, special for diesel engines cylinder heads, to bear pressures not less than 49 kg/m² and temperatures of more than 450°C.

Tariff No. 2198 – Reverberating plates for recording studios, only.
This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff Nos. 5234/6 – Lenses, excluding the meniscus type, only.
This item is hereby removed from List No. 4 (100 per cent surcharge).

The following items are hereby included in List No. 4 (100 per cent surcharge):

Tariff No. 5235 – Lenses for cinematography, excluding the meniscus type.

Tariff No. 5236 – Lenses for microscopes, excluding the meniscus type.

Tariff No. 5234 – Lenses for photography, excluding the meniscus type.
This item is hereby included in List No. 3 (40 per cent surcharge).

Decree No. 3648.

Tariff No. 4844 – Vaccine against enteric in minks in combination with Clostridium botulinum anti-toxin, type C.
This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 4793 – Saponins.
This item is hereby included in List No. 3 (40 per cent surcharge).

Tariff No. 4284/5 – Alcohols of sulphated or sulphonated fatty acids, modified or not, and their salts and/or mixtures.
This item is hereby included in List No. 5 (150 per cent surcharge).

Tariff No. 1950 – Steel and/or bronze discs, studded or not, with diamond or hard, metallic concretion or periphery.
This item is hereby included in List No. 8 (80 per cent surcharge).

Suspension of the Payment of Certain Surcharges

THE *Board of Trade Journal* for February 23, 1962, reported the issue of Argentine Government Decree No. 11649, suspending for one year the payment of the 40 per cent surcharge on imports of Dieldrin and Heptachlor technical grade.

Argentine Government Decree No. 1856 of March 11, 1963, now extends the period of suspension until December 31, 1963.

URUGUAY

Amendments to Import Lists

THE FOLLOWING modifications to descriptions of commodity and c.i.f. price averages have been made to the Uruguayan Import Lists published in the *Board of Trade Journal* on December 16, 23 and 30, 1960:

Sub-Group	Commodity	Surcharge	C.i.f. Price
		Per cent.	(Average)
45.126	Dry cells and batteries for hearing devices . .	—	—
	Should now read:		
45.126	Dry cells and batteries for hearing devices of the following types: RM 675E, RM 625E, RM 400E, RM 401E, RM 1E, RM 575E, DK 20, DK50, RM 411E, RM 505E, and RM 506E . .	20	—
36.150	Dry cells and batteries:	75	
	(a) Common dry cells.		U.S. $ 0·14 each
	(b) Telephone dry cells or batteries . .		U.S. $ 0·70 each
	(c) 9 volt batteries		U.S. $ 0·70 per kilo
	(d) Other batteries		U.S. $ 1·40 per kilo
	Should now read:		
36.150	Dry cells and batteries	100	
	(a) 1. Common dry cells up to 15 mm. diameter		U.S. $ 2·00 per kilo
	2. Common dry cells between 15 mm. and 25 mm. diameter . . .		U.S. $ 1·00 per kilo
	3. Common dry cells of over 25 mm. diameter		U.S. $ 0·50 per kilo
	(b) Telephone dry cells or batteries . .		U.S. $ 0·70 per kilo
	(c) 9 volt batteries		U.S. $ 8·70 per kilo
	(d) Other batteries		U.S. $ 1·40 per kilo

GUATEMALA

New Exchange Control Regulations

H. M. EMBASSY in Guatemala City report that new Guatemalan exchange control regulations were published in *El Guatemalteco* on, and effective from, May 25, 1963. The new regulations are intended to simplify and relax the exchange control restrictions which were imposed by the Government on October 11, 1962 (see *Board of Trade Journal* of October 26, 1962 (page 875) and November 2, 1962 (pages 920/1)).

The previous restrictions on payments for 'non-essential' imports are virtually abolished; the 'free exchange' system is also abolished and all foreign exchange transactions will be conducted at the official rate of exchange; the restrictions on speculative movements of capital remain in force and the Guatemalan Monetary Board retain powers to re-impose restrictions on non-essential payments and remittances, if necessary.

Full control of all import and export transactions will be maintained. All operations involving payments abroad have to be registered with the Exchange Control Department of the Bank of Guatemala and duly authorized by them. Separate regulations have been published describing the procedure to be adopted when imported goods are released from the Customs and local products are exported. Private banks are no longer permitted to sell foreign exchange.

A translation into English of the new regulations is available for inspection at Export Services Branch (Tariff Section), Board of Trade, Room E.46, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

PARAGUAY

Reduction in Prior Deposits

H. M. EMBASSY at Asuncian report the issue of Resolution No. 3 of the Central Bank of Paraguay which frees from prior deposits the imports of the goods described in paragraph 607-F of the Customs Tariff. This covers tin solders and electrolodes.

CHILE

Amendments to Import List

THE FOLLOWING amendments should be made to Chile's List of Permitted and Prohibited Imports. The list was published in the *Board of Trade Journal* of July 6, 1962, (page 50) and amendments have appeared frequently in subsequent issues.

Section	Group	Item	Percentage of Tax Surcharge	Prior Deposit Category
IX	45 and 53	Ammonia	200	C
		Waterproofing compositions	200	(c)
	46	Chloxacylin	Free	A
		Nitrofurans	5	A
	51	Colouring materials and pigments	5	A
		Alter the item: 'Oxide of iron, synthetic red and yellow' to read: Oxide of iron, synthetic red, yellow black	50	B
II	61	Domestic sewing machines with stands	200	C
XIII	71	Corks of one piece	5	B

Note: (c) = 300%

Amendment to Customs Tariff

BY DECREE No. 1304 of the Chilean Ministry of Finance promulgated in the Official Gazette of May 31, all customs duties on 'couché' paper (Tariff item No. 1718) were suspended until December 30, 1963 provided that:

(a) The paper is on bobbins.
(b) The paper weighs less than 75 grammes per square metre.
(c) The paper is white or has a slight tinge of colour such as cream, pink, pearl, light blue, etc.
(d) The paper contains no animal glue.
(e) The paper has a water mark consisting of parallel lines 4 centimetres apart (2 mm. tolerance each way).

The paper in question is only to be used for printing periodicals, magazines and books and the waste as raw material for making paper or cardboard.

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DOMINICAN REPUBLIC

Removal of Import Restrictions

H.M. EMBASSY in Santo Domingo report that the Dominican Republic authorities published a Decree on May 14, 1963 abolishing the Junta Coordinadora de Importaciones y Exportaciones (Import/Export Co-ordinating Board).

The effect of this is to allow imports into the country without recourse to licences or permits. The practice of controlling imports of motor vehicles and domestic electric appliances by means of foreign exchange quota allocations has also been stopped.

BARBADOS

Customs Tariff Changes

AMENDMENTS to the First Schedule of the Barbados Customs Tariff were published in the *Board of Trade Journal* on June 7, 1963 (page 1321). The Board of Trade have now been advised that the rates of duty have also been amended by the Customs Duties (Amendment) Order, 1963, on the following additional items:

No.	Item	Unit		Rate of Duty	
		For Classification	For Duty	Preference	General
673-02	Imitation jewellery (jewellery not of precious or semi-precious materials)	—	Val.	25%	35%
	Projectiles and ammunition, filled or unfilled, except sporting ammunition:				
691-03.1	Revolver and rifle	lb.	Val.	20%	30%
691-03.2	All other	lb.	Val.	20%	30%
699-12.9	Other tools of iron and steel (including artisans' tools)	lb.	Val.	Free	10%
712-03	Milking machines, cream separators and other dairy farm equipment	lb.	Val.	Free	10%
715-01.1	Machine tools for working metals (e.g. boring, drilling, milling, planing, grinding, gear cutting machinery)	lb.	Val.	Free	10%
716-03	Conveying, hoisting, excavating, road construction and mining machinery (e.g. cranes, hoists, stacks, well drilling machinery, road rollers)	cwt.	Val.	Free	10%
716-06	Paper mill and pulp mill machinery, and machinery for paper manufactures	cwt.	Val.	Free	10%
716-07.2	Book-binding machinery	cwt.	Val.	Free	10%
716-08	Textile machinery and accessories (including bobbins, spools and similar articles)	cwt.	Val.	Free	10%
716-12	Air-conditioning and refrigerating equipment (excluding mechanical refrigerating equipment classified 899-08)	cwt.	Val.	Free	10%
721-12.1	Portable electric tools	—	Val.	Free	10%
721-12.2	Portable electrical appliances (including domestic)	—	Val.	10%	20%
831-01	Travel goods (trunks, suitcases, travelling bags, dressing cases, shopping bags, haversacks, packs, and similar articles) of all materials	—	Val.	20%	30%
831-02	Handbags, wallets, purses, pocket books and similar articles of all materials	—	Val.	20%	30%
864-01	Watches, watch movements, cases and other parts of watches (including marine chronometers and instrument panel clocks)	No. and lb.	Val.	20%	30%
899-18	Pipes, cigar holders and cigarette holders	No.	Val.	20%	30%

Inquiries about the above notices should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

CANADA

'Made in Canada' Ruling

THE FOLLOWING CUSTOMS ruling was published in last week's *Board of Trade Journal* (page 1362) as being of 'a class or kind not made in Canada':

> Grain and seed scutchers also known as debearders, oat clippers and buffers, as used to debeard, de-awn, polish and scarify grains and seeds.

The ruling should have appeared as being of 'a class or kind made in Canada'.

Economic Survey of Sweden

'Sweden' is the subject of the latest economic survey published by the Organization for Economic Co-operation and Development (OECD). Copies: H.M. Stationery Office, P.O. Box 569, London, S.E.1. Price 3s.

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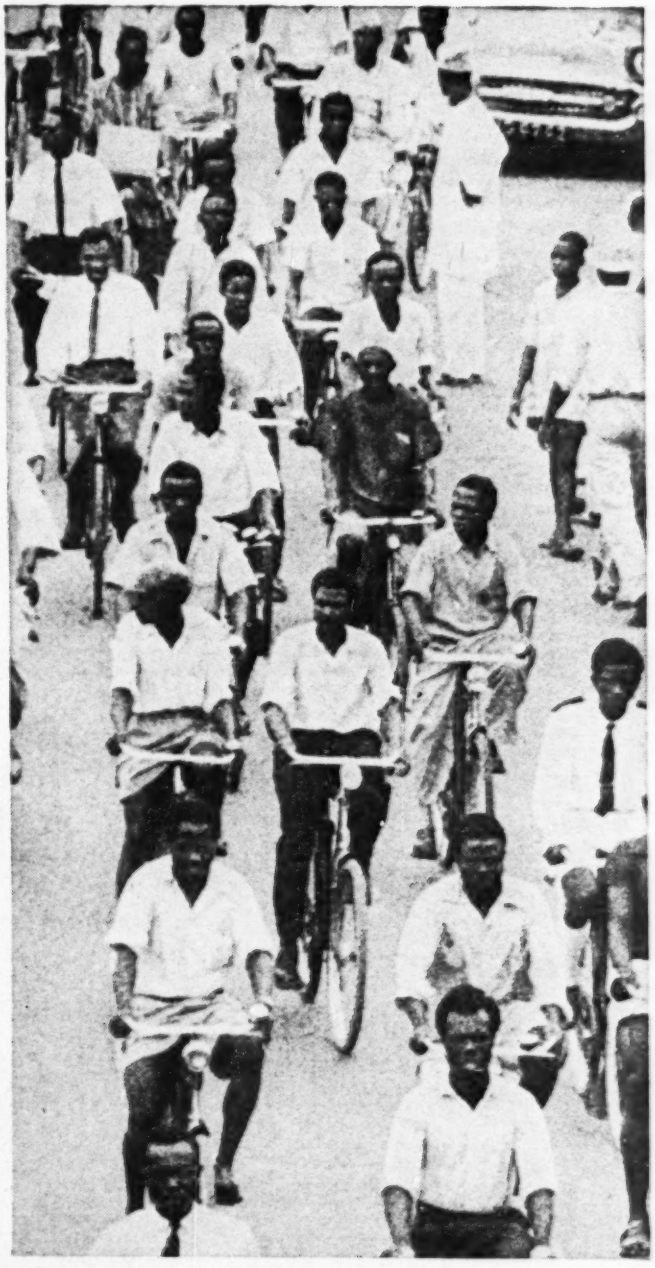

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AC3

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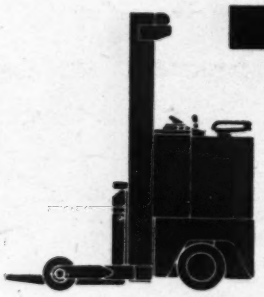
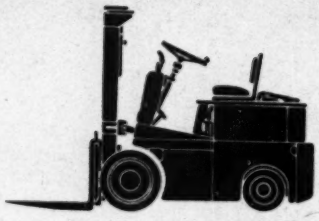
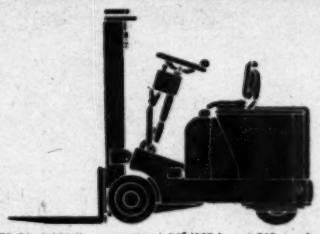


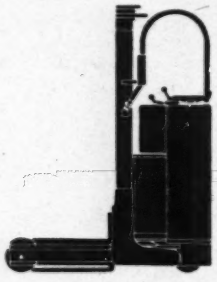
E4-RT. E4R-SW. 4,500 lb. capacity at 20" (2,041 kg. at 508 mm.).



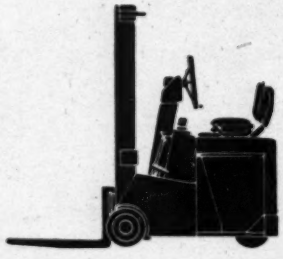
E3-24. Capacity 3,000 lb. at 24" (1,361 kg. at 610 mm.).
E4-24. Capacity 4,000 lb. at 24" (1,814 kg. at 610 mm.).
E5-24. Capacity 5,000 lb. at 24" (2,268 kg. at 610 mm.).



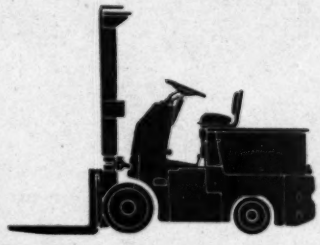
E2-24. 2,000 lb. capacity at 24" (907 kg. at 610 mm.).
E2-20. 2,000 lb. capacity at 20" (907 kg. at 508 mm.).
E22-24. Full ton capacity at 24" (1,016 kg. at 610 mm.).



RE2-24, RE3-24. Capacity 2,000 and 3,000 lb. at 24" (907 kg. and 1,361 kg. at 610 mm.).

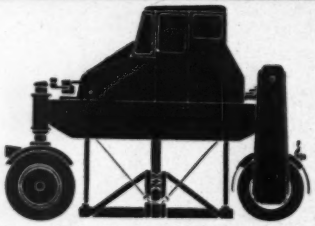


E15-20. Capacity 1,500 lb. at 20" (680 kg. at 508 mm.).



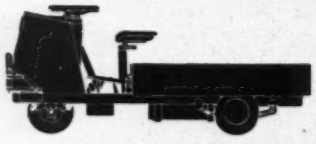
E6-24, E7-24. Capacity 6,000 at 24" (2,722 kg. at 610 mm.). and 7,000 lb. at 24" (3,175 kg. at 610 mm.).

BATTERY ELECTRIC REACH TRUCKS



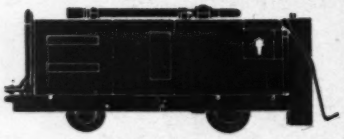
Shorland Straddle Carriers. Transport long and bulky loads of up to 30,000 lb. (13,608 kg.) and 100 ft. (3,048 cm.) in length.

STRADDLE CARRIERS



Conveyancer-Scott Electric Vehicles. 1 and 2 tons capacity (1,016 kg. and 2,032 kg.).

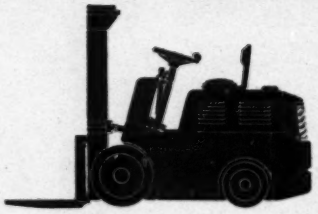
ELECTRIC VEHICLES



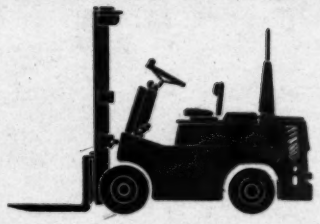
Conveyancer-E.M.I.
Robotug Automatic Driverless Platform tractor

PLATFORM TRACTORS

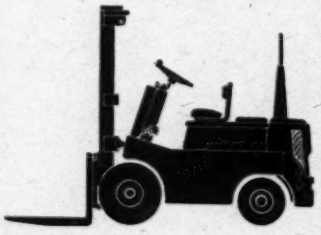
BATTERY ELECTRIC FORK TRUCKS



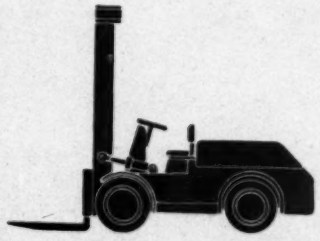
D4-24, G4-24. Capacity 4,000 at 24" (1,814 kg. at 610 mm.).



TC6-24. Capacity 6,000 lb. at 24" (2,722 kg. at 610 mm.).



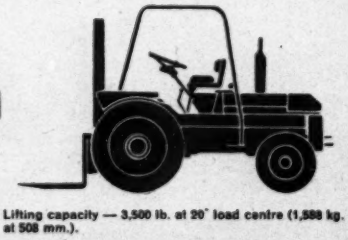
TC4-24, TC5-24. Capacity 4,000 lb. and 5,000 lb. at 24" (1,814 kg. and 2,267 kg. at 610 mm.).



Shorland TC10-24 and TC12-24. Diesel or Petrol. Capacity 10,000 and 12,000 lb. at 24" (4,536 kg. and 5,443 kg. at 610 mm.).

DIESEL/PETROL/L.P. GAS RANGE FORK TRUCKS

THE OVERLANDER



Lifting capacity — 3,500 lb. at 20" load centre (1,588 kg. at 508 mm.).

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IRISH REPUBLIC

Import Quotas

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Import Acts, 1934 and 1937:

Goods	Quota	Quota Period	Quota No.
Certain pneumatic tyres for motor vehicles	38,500 articles	July 1, 1963, to January 31, 1964	1
Certain pneumatic tyres for bicycles or tricycles	200 articles	July 1, 1963, to January 31, 1964	2
Certain boots and shoes	75,000 pairs	July 1, 1963, to December 31, 1963	3
Certain rubber boots and shoes	55,000 pairs	July 1, 1963, to December 31, 1963	4
Hose (other than half-hose) made wholly or partly of silk or artificial silk	418,000 pairs	July 1, 1963, to February 29, 1964	12
Certain woven fabrics of wool or worsted or synthetic or artificial textile	900,000 sq. yds.	July 1, 1963, to December 31, 1963	13
Certain brushes, brooms and mops	41,250 articles	July 1, 1963, to March 31, 1964	28
Certain laminated springs and certain component parts of laminated springs	A quantity equal in value to £1,650	July 1, 1963, to March 31, 1964	36
Certain metal screws	33,000 gross	July 1, 1963, to June 30, 1964	38
Superphosphates	550 tons	July 1, 1963, to June 30, 1964	50

The Government of the Irish Republic have also made an Order revoking as from July 1, 1963, the Control of Imports (Quota No. 6) Order, 1934, relating to the importation of rubber-proofed garments.

It has also been announced that subject to the enactment of legislative proposals which are at present before Dail Eireann, the quota on Cycle Tyres will be removed as from July 1, 1963, in relation to certain countries including those which are members of the Organisation for Economic Co-operation and Development.

Amendment of Customs Duty on Some Wood

THE IRISH REPUBLIC Revenue Commissioners have announced that the Government have made an Order entitled the Imposition of Duties (No. 134) (Wood) Order, 1963, the effect of which is to render all wood of the types specified in Tariff Heading 44.13 liable to duty, irrespective of the nature or thickness of the wood.

Tariff Heading No. 44.13 now reads as follows:

	Tariff Heading	Licensing Provision	Rate of Duty		
			Full	Preferential	Special Preferential
44.13	Wood (including blocks, strips and friezes for parquet or wood block flooring, not assembled), planed, tongued, grooved, rebated, chamfered, V-jointed, centre V-jointed, beaded, centre-beaded or the like, but not further manufactured	(a)	50%	50%	33⅓%

The one-tenth reduction in the rates of duty (see *Board of Trade Journal* of January 11, 1963, page 120) is applicable to the duties set out above.

The amended duty came into effect on June 4, 1963.

Switzerland as a Market

Switzerland is the subject of the latest marketing report published by Contimart Ltd. In 76 pages of text, charts and maps the report studies it as a market for exporters and for manufacturers intending to set up a business. The population's spending habits, characteristics, size and distribution are recorded, and the report also gives information on the organization of internal trade and the facilities and conditions of advertising. Copies, price £5 each, from Contimart Ltd., 8 Gate Street, London, W.C.2.

EUROPEAN ECONOMIC COMMUNITY

Second Alignment Towards the Common Tariff

THE *Journal Officiel des Communautes Europeennes* dated June 1, 1963, contains the text of the Decision by the Council, referred to on page 909 of the *Board of Trade Journal* of April 19, 1963, regarding the second alignment on July 1, 1963, of the individual national tariffs of the member states of the European Economic Community with the Common Tariff for industrial goods (details of the first alignment of national tariffs with the Common Tariff were published in the *Board of Trade Journal* dated December 16, 1960, page 1418).

The Council's Decision of June 5, 1962, referred to in Article I, Paragraph 3, of the present Decision, relates to the import duties of member states which were raised against certain imports from the United States (see the *Board of Trade Journal* published on June 29, 1962, page 1420).

The following is an unofficial translation of the Council's Decision of May 22, 1963. Attention is drawn to the fact that the only authentic versions of the Decision are those issued in the languages of the EEC.

CONFERENCE OF REPRESENTATIVES OF GOVERNMENTS OF MEMBER STATES OF THE EUROPEAN COMMUNITIES.

Decision

of May 22, 1963.

by government representatives of member states of the European Economic Community assembled within the Council, concerning the second alignment between the national tariffs and the common tariff for products other than those enumerated at Annex II of the Treaty.

THE REPRESENTATIVES OF THE GOVERNMENTS OF MEMBER STATES ASSEMBLED WITHIN THE COUNCIL.

Having regard to the Treaty setting up the European Economic Community,

Having regard to the common tariff of the European Economic Community,

Having regard to the decision by the representatives of member states' governments on May 15, 1962 (1),

after consultation with the Commission,

whereas, on July 1, 1963, the member states of the European Economic Community with regard to products other than those enumerated at Annex II of the Treaty, will carry out the second alignment of national tariffs with the common tariff, as it stands as a result of the Council decisions taken by virtue of Article 28 of the Treaty, the agreement of March 2, 1960, the Council decisions taken under Article 114 of the Treaty and providing on July 3, 1962, for the adoption of the protocol to the General Agreement on Tariffs and Trade embodying the results of the tariff conference of 1960-1961, and on April 2, 1963, for the adoption of the additional protocol to that protocol;

whereas the Contracting Parties to the General Agreement on Tariffs and Trade envisage a new series of negotiations;

and whereas, taking into account the prospects for those negotiations, it appears opportune to carry out the second alignment with the common tariff calculated on an appropriate basis applicable for a limited period,

Decide,

Article 1

1. The second alignment of the duties in the national tariffs with the common tariff which the member states are to carry out on July 1, 1963, by virtue of the decision by representatives of the governments of member states on May 15, 1962, will be made on the basis of the common tariff as established or modified under Articles 19, 20, 21 and 28 of the Treaty, reduced by 20 per cent, with the exception of those headings for which the tariff has been reduced by more than 20 per cent by the Council decisions providing for the adoption of the protocol to the General Agreement on Tariffs and Trade embodying the results of the 1960-1961 conference, and the additional protocol; for these headings the alignment is to be made on the basis of the rates resulting from the latter decisions.

2. The alignment provided for in Paragraph 1 may not have the effect of bringing the duties applicable in the national tariffs below the level of the common tariff duties in force at the date of the present decision.

3. The first paragraph shall not apply to the rates in the common tariff fixed by the Council decision of June 5, 1962, in conformity with Article XIX of the General Agreement on Tariff and Trade.

(*Continued on next page*)

EEC (*Continued*)

4. The arrangements provided for in the first paragraph for the second alignment come to an end on December 31, 1965.

5. In so far as the particularly sensitive items on List G are concerned, for which the Commission has taken decisions in application of Article 1, Paragraph 3 of the decision of May 12, 1960, the second alignment is to be effected on the basis of the common tariff duties in force at the date of the present decision, unless a decision to the contrary is taken unanimously, on a proposal of the Commission.

Article 2

The present decision, recorded in the minutes of the session of the Council, shall be published in the *Journal Officiel des Communautes Europeennes.*

The governments of member states shall notify the Secretary-General of the Council within a period of one month if their domestic law calls for special procedure for implementing this decision; if so, they shall notify him without delay once that procedure has been carried out.

Done at Brussels, May 22, 1963.

(1) *Journal Officiel des Communautes Europeennes* No. 41, May 28, 1962, page 1284/62.

(2) For a list of the goods for which the first alignment was made on the basis of the full Common Tariff on page 601 of the *Board of Trade Journal* dated September 15, 1961.

Further Translation of EEC Regulations

THE FOLLOWING FURTHER translations of EEC Regulations are now available from H.M. Stationery Office, Kingsway, London, W.C.2, and branches.

Regulation No. 12/63	Amending the Council's Regulation No. 42 and Extending the Council's Regulations Nos. 45, 46, and 116.	Price 5d.
Regulation No. 13/63	Laying down the amount of the intra-Community levies on farmyard poultry eggs in shell.	Price 8d.
Regulation No. 14/63	Laying down the amount of the intra-Community levies on live poultry not exceeding 185 grammes weight per head.	Price 8d.
Regulation No. 15/63	Adjusting the sluice-gate prices for poultry eggs for hatching and laying down the amount of the levies on imports from third countries of poultry eggs for hatching and live poultry not exceeding 185 grammes weight per head.	Price 8d.
Regulation No. 21/63	Embodying a temporary exception to the common standards of quality for citrus fruit.	Price 5d.
Regulation No. 22/63	Amending, as regards the special arrangements for Denmark, the Commission's Regulation No. 135 establishing the additional amount of the levy in respect of slaughtered hens and chickens imported from third countries.	Price 5d.
Regulation No. 23/63	Providing for certain exceptions to the Council's Regulation No. 55 regarding the levy chargeable on certain kinds of animal feeding stuffs.	Price 5d.
Regulation No. 24/63	To amend the Council's Regulation No. 55 in regard to the maximum amount of the refund to producers of soft wheat starch.	Price 5d.
Regulation No. 25/63	Concerning the levies chargeable on imports from third countries of slaughtered pigmeat and live pigs from April 1 to June 30, 1963.	Price 5d.
Regulation No. 26/63	Adjusting and laying down sluice-gate prices for live pigs and slaughtered pigmeat imported between April 1 and June 30, 1963.	Price 8d.
Regulation No. 27/63	Extending the term of validity of the Commission's Regulation No. 111.	Price 5d.
Regulation No. 28/63	Extending the term of validity of the Commission's Regulation No. 73 and laying down sluice-gate prices for shelled eggs and egg yolks of farmyard poultry suitable for food purposes, fresh, preserved, dried or sweetened, from April 1 to June 30, 1963.	Price 5d.

Tariffs in the European Economic Community

THE *Journal Officiel des Communautes Europeennes* dated May 26, 1963, contains the text of a Decision by the Council of the European Economic Community temporarily suspending the Common Tariff for the following item.

Tariff Heading	Description of Goods	Common Tariff Rate of Duty 1963
ex 48.01	Paper and paperboard (including cellulose wadding), machine made, in rolls or sheets:	
E	Other:	
II	Not specified:	
	Japanese paper (special long fibre paper) .	Total suspension until December 31, 1963.

EFTA

Elimination of Tariffs and Quota Restrictions

AT THEIR RECENT meeting in Lisbon (see the Communique published in the *Board of Trade Journal* of May 17, 1963) Ministers of the EFTA countries decided on a revised time-table for the abolition of the remaining tariffs and quantitative restrictions on intra-EFTA trade.

Tariff Reductions. The next reduction in intra-EFTA tariffs will take place on December 31, 1963, when existing duties will be reduced by a further 10 per cent of the base date tariffs. Similar reductions will be made on December 31, 1964 and 1965 and the remaining 20 per cent will be eliminated on December 31, 1966 when tariffs on industrial goods exchanged between Member States will be abolished.

The following table will replace the last four stages of the existing time-table in paragraph 2 (a) of Article 3 to the EFTA Convention:

(*Continued on next page*)

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ETFA (*Continued*)

'2(a) 31st December, 1963.....40 per cent
31st December, 1964.....30 per cent
31st December, 1965.....20 per cent'

and paragraph 2(b) should be amended to read:

'(b) On and after 31st December, 1966, Member States shall not apply any import duties.'

This accelerated time-table does not apply to those goods to which Portugal is applying the special arrangements detailed in Annex G to the EFTA Convention.

The EFTA countries have also subsequently agreed that for a very limited range of goods, comprising only about 3 per cent of Norway's total imports from other EFTA countries, Norway will be permitted to follow the original time-table for tariff reductions. A detailed list of these excepted goods will be published shortly.

Quantitative Import Restrictions. EFTA countries have also agreed to accelerate the elimination of quantitative import restrictions. Any remaining restrictions on industrial goods are to be eliminated by December 31, 1966.

Finland. The Finnish Government have not yet decided whether they are able to accept the Lisbon arrangements for swifter dismantling of tariffs and quotas.

LEBANON

Import and Export Licensing Regulations

THE FOLLOWING GOODS have been removed from the import licensing system:—

Customs Tariff No.	
17.04	Malaweh
15.07 – B – 2	Cotton seed oil
19.01	Malt extract
29.04 – A	Methanol
44.23 – B	Builders carpentry and joinery
41.08	Gas meters
73.21 – A	Doors and windows, door and window frames, shutters, sliding-doors, verandahs
94.01 – B	Wooden furniture
94.03 – B	
94.03 – A	Other furniture and parts thereof of cast iron, iron, steel or malleable cast iron.
94.04 – A	Mattress supports made entirely of iron or steel

The following have been removed from the Export licensing system:—

04.03 – B – D	Samne
08.05 – B	Ordinary nuts with or without shells
08.05 – E	Pine pulp
10.06	Rice
12.01 – A	Cotton seeds
12.09	Chopped straw
15.12 – B	Animal or vegetable fats and oils hydrogenated, whether or not refined, but not further prepared, other than for use in soap-making
17.01	Beet sugar and cane sugar, solid
19.01	Malt extract
26.01	Molybdenum ore and concentrates
36.06	Matches (excluding Bengal Matches)
55.01	Egyptian cotton
73.01	Pig iron, cast iron and spiegeleisen, in pigs, blocks and similar forms
75.01	Nickel waste and scrap
75.02	Wrought bars, rods, angles, shapes and sections of nickel, nickel wire
75.03	Wrought plates, sheets and strip, of any thickness, of nickel; nickel foil; nickel powder and flakes
75.05	Nickel, mattes, nickel speiss and other intermediate products of nickel metallurgy; unwrought nickel (excluding electro-plating anodes)
76.05	Aluminium powder and flakes
78.03	Wrought plates, sheets and strip, of lead, weighing more than 1700 grammes per square metre
78.04	Lead foil of a weight per square metre (excluding any backing) not exceeding 1700 grammes; lead powder and flakes
83.01	Locks, padlocks and bolts made of brass
83.02	Fittings and mountings made of brass

All inquiries about this notice should be addressed to the Board of Trade, Export Services Branch (Tariff Section), Hillgate House, 35, Old Bailey, London, E.C.4. (Tel.: City 5757, Ext. 460).

Establishment of Drug Factories

REGULATIONS HAVE BEEN issued relating to the establishment of drug factories in the Lebanon. Further details can be obtained from Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, S.W.1. (Tel.: Trafalgar 8855, Ext. 2528).

Import Regulations

ALL COMMODITIES and products on which, or on the envelopes of which, is mentioned the name or brand of a certain factory with well known origin, and which bear as size the terms standard, large, family or medium shall not be allowed on the market unless the real place of origin is mentioned and their nett weights are equal.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2528).

Import of Canned Foodstuffs

A NOTICE WAS published in the *Board of Trade Journal* on May 19, 1961, page 1206, giving details of a decree issued by the Lebanese Ministry of Health, which required certain information to be shown on the labels of canned goods into Lebanon. The time limit laid down in this connection has been postponed from January 30, 1963 to August 31, 1963.

All inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1. (Tel.: Trafalgar 8855, Ext. 2528).

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JORDAN

Customs Tariff Amendments

IN ORDER to protect certain local industries and to reduce the prices of foodstuffs and the imports of non-essentials the following amendments have been made to the Jordanian Customs Tariff:

Tariff No.	Description	Unit	Rate of Duty	
			New rate	Old rate
4/2 (c)	Fermented milk, dried, and in blocks or lumps (Jameed)	*Ad val.*	Per cent Exempt	Per cent 5
4/3 (a)	Butter	,,	,,	25
4/3 (b)	Samneh (boiled spiced butter)	,,	,,	25
4/4 (a)	White cheese	,,	,,	5
4/4 (b)	Kashkawal (processed yellow hard cheese)	,,	,,	5
4/4 (c)	Others	,,	,,	5
4/6	Honey	,,	15	25
7/5 (d)	Others	,,	Exempt	20
8/5 (a)	Almonds:		Fils	Fils
	(1) Shelled	Kgs.	35	25
	(2) Unshelled	,,	60	50
8/5 (b)	Walnuts:			
	(1) Shelled	,,	15	10
	(2) Unshelled	,,	35	25
8/5 (c)	Hazelnuts:			
	(1) Shelled	,,	35	25
	(2) Unshelled	,,	60	50
8/5 (d)	Peanuts:			
	(1) Shelled	,,	60	50
	(2) Unshelled	,,	85	75
8/5 (e, 1)	Chestnuts	,,	50	40
8/5 (f)	Pineseed:			
	(1) Shelled	,,	50	40
	(2) Unshelled	,,	90	80
10/6 (a)	Rice, unhusked	,,	1	2
10/6 (b)	Rice, husked	,,	1	2½
10/6 (c)	Rice, broken	,,	1	2
				Per cent.
11/1 (b)	Maize flour	*Ad val.*	Exempt	2
11/1 (c)	Barley flour	,,	,,	2
			Per cent	
11/1 (d)	Rice flour	,,	2	5
11/1 (e)	Other flour	,,	Exempt	2
11/2 (a)	Wheat groats	,,	,,	2
11/2 (b)	Others	,,	,,	5
			Per cent	
16/1	Sausages and the like of meat offal or animal blood	,,	5	15
16/2	Other prepared as preserved meat or meat offal	,,	5	15
16/3	Meat extracts and meat concentrates	,,	5	15
16/4 (a)	Caviar	,,	10	20
16/4 (b)	Others	,,	5	10
16/5	Crustaceans and molluscs, prepared or preserved	,,	5	15
			Fils	Fils
17/2 (b)	Glucose	Kgs.	10	2
18/6 (b)	Chocolate bars or blocks weighing 1,000 grammes or more	,,	Per cent 35	Per cent 15
18/6 (c)	Others	,,	50	35
			Fils	Fils
22/3 (a, 1)	In bottles of less than ½ litre	Bottle	85	67
22/3 (a, 2)	In bottles of ½ litre but less than one litre	,,	110	90
22/3 (b)	Others	Litre	130	105
22/5 (b, 1)	Champagne	,,	700	480
22/5 (b, 2)	Others	,,	700	480
22/6	Vermouths and other wines of fresh grapes flavoured with aromatic extracts	,,	600	405
22/9 (b, 2)	Whisky	,,	1,000	600
22/9 (b, 3)	Brandy	,,	1,000	600
22/9 (b, 4)	Gin	,,	1,000	600
22/9 (b, 5)	Vodka	,,	1,000	600
22/9 (b, 6)	Others	,,	1,000	600
22/9 (c)	Alcoholic drinks sweetened and aromatized	,,	1,000	600
22/9 (d)	Other spirituous preparations	,,	1,000	600
22/9 (e)	Compound alcoholic preparations	,,	1,000	600
24/1 (a)	Tombac and waste	Kgs.	Per cent 900	Per cent 450
24/2 (b)	Snuff	,,	2,000	1,500
25/15 (b)	Marable splits	*Ad val.*	Per cent 15	Per cent 5
25/17	Flint, crushed or broken stone, macadam, etc.:			
	Delete (a) and (b)	,,	15	—
			Fils	Fils
27/10 (d, 1)	Gas oil	Ton	2,000	250
				Per cent.
32/1 (a)	For tanneries	*Ad val.*	Exempt	11
			Per cent	
(b)	Others	,,	11	11
39/3 (a)	Liquids, pastes, lumps, pieces, granules, foil and powders used in the plastic industry	,,	Exempt	Exempt
(b)	Reclaimed transparent paper made of cellulose	,,	5	Exempt
(c)	Others	,,	10	10
			Fils	Fils
40/11 (a)	New	Kgs.	55	55
			Per cent	Per cent
(b)	Others	*Ad val.*	5	—
48/14 (a)	Envelopes whether including letter cards or not	,,	30	20
48/21 (e)	Sanitary towels	,,	35	2
61/2	Women's, girls' and infants' outer garments	,,	40	30
				Fils
63/2	Used or new rags, scrap twine, cordage, rope, etc.	Kgs.	5	30
			Per cent	Per cent
64/1	Footwear with outer soles and uppers of rubber or artificial plastic material	*Ad val.*	100	55
64/2 (a)	With leather upper	,,	100	55
(b)	Others	,,	100	40
64/3 (b)	Others	,,	100	40
64/4	Footwear with outer soles of other materials	,,	100	40
64/5 c (1)	Rubber heels	,,	40	11
c (2)	Others	,,	100	40
d	Others	,,	100	40
64/6	Gaiters, spats, leggings, etc.	,,	100	25
70/17	Delete a and b	,,	5	—
73/20	Tube and pipe fittings, etc.	,,	18	5
73/26	Barbed iron or steel wire, etc.	,,	30	11
73/36	Delete a and b	,,	25	—
74/17	Delete a, b and c	,,	25	—
84/15	Delete a and b	,,	30	—
84/17 (b)	Non-electric water boilers (geyzers)	,,	25	Exempt
(c)	Others	,,	15	15

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460).

ALGERIA

Establishment of Development Fund

THE ALGERIAN *Official Journal* of May 10, 1963, published the text of Law 63-165 of May 7, setting up the Algerian Development Fund, a publicly owned body designed to help in the financing of investment and the implementation of programmes and plans for the economic development of the country.

The Fund will, amongst other things, grant investment credits for periods of up to 30 years, guarantee credits granted by national, foreign, or international finance institutions, and assist in the purchase or importation of capital goods or in the installing of factories.

The French text of this Law may be seen at the Board of Trade, Room 4126, Horse Guards Avenue, London, S.W.1.

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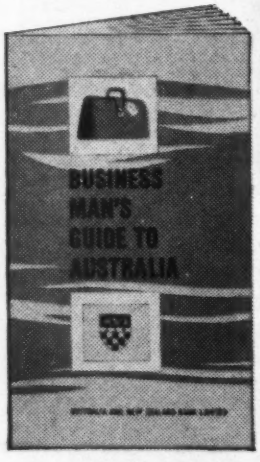

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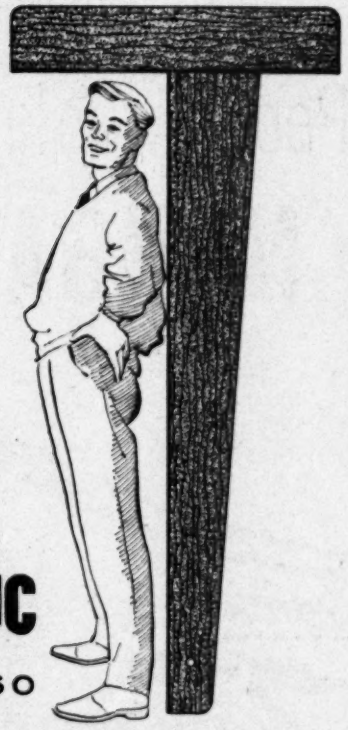

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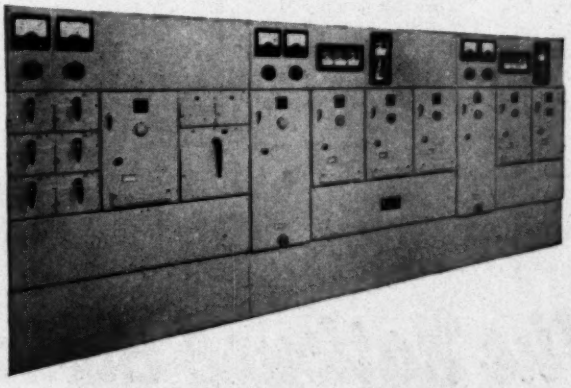

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PORTUGUESE EAST AFRICA (MOZAMBIQUE)

Liquidation of Indian Assets

THE IMPENDING LIQUIDATION of the following Indian businesses has been reported by H.M. Consulate-General in Lourenço Marques. Claims against their assets must be submitted by July 15.

District of Lourenço Marques

Shamji Valabh, Mohamed Issufo & Co., Nathu Anandji & Co., Rama Pema, Valabdas Parshotam, Kanji Parshotam, Khima Rancho & Co., Valabh Morar, Vallabdas Karsandas, Naran Dhana Soma, Nichabai Laxman, Arjan Hirji, Daya Anandji, Chotto Bhaga Patel, Dayal Devkaram & Sons, Karsanbhai Morarji Patel, Calan Chitta, Parshotam Madhavji, Bhika Naran, Ramabhai Ratanji Patel, Kesha Faquir, Daharam Chita & Son, Lala Makan, Parboobhai Bawabhai, Rugnath Valabdas, Govind Dulabh & Sons, Kovarji & Bhina Ltd., Nathubhai Haribhai Patel.

District of Inhambane

Abba Kassam.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Horse Guards Avenue, London, S.W.1 (Tel. Trafalgar 8855, Ext. 3082), quoting reference number CRE 1906/61.

NORTH BORNEO

Customs Tariff Amended

THE NORTH BORNEO *Government Gazette* second Supplement Extraordinary No. S 16 of May 28, 1963, contains a copy of the Customs Duties (Amendment No. 2) Order, 1963. This Order makes the following amendments to Table A (Import Duties) of the Customs Duties Order, 1961 which was published in the *Board of Trade Journal* of January 26, 1962 (pages 189-190):

(A) Amends the following items to read:

Item	Description of Goods	Unit	Rate of Duty	
			Full Duty	Preferential Duty
			$ c.	$ c.
1	(a) Ale, beer, stout, porter, cider and perry	per gallon	2·70	2·70
1	(e) Brandy, whisky, rum and gin:			
	(i) Not hereinafter provided for	per proof gallon	56·60	56·60
	(ii) Imported in bottles and accepted by the Proper Officer of Customs as not exceeding 81% proof spirit	per gallon	39·60	39·60
11	Dyes and chemicals, not medicinal	*ad val.*	2½%	Free
21	(p) Outboard engines	*ad val.*	7½%	Free
30	(a) Petrol	per gallon	00·35	00·35
	(B) Adds the following new items:			
49 A	Vegetables; canned, dried, or preserved, including frozen	*ad val.*	10%	10%
49 B	Vegetables, fresh	per ton	10·00	10·00

AUSTRALIA

Tariff Board Inquiry

THE AUSTRALIAN Minister for Customs and Excise has referred to the Tariff Board for inquiry and report the question whether:

Caterpillar wheel type tractor – scrapers having a struck capacity of 32 cubic yards and above should be admitted under By-law Item 449(A). This reference is of Departmental origin.

This matter has been reported by telegraph by the British Senior Trade Commissioner at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than July 5, 1963.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, Horse Guards Avenue, London, S.W.1, quoting reference No. C.R.E. 6956/63.

Amendment of Tariff Board Inquiry Announcement

THE TERMS of the reference of the Australian Tariff Board Inquiry into **Woven fabrics for use as bed sheeting or pillow casing etc.** published in the *Board of Trade Journal* of June 14, 1963 (page 1358) should have read as follows:

(i) woven fabrics of types suitable for use as bed sheeting or pillow casing or in the making up of bed sheets or pillow cases; and

(ii) sheets and pillow cases;

in relation to imports of –

(i) woven fabrics for use as or in the making up of bed sheets and pillow cases or bolster cases; and

(ii) bed sheets, pillow cases and bolster cases;

(Classifiable mainly under Tariff Items 120(A), 120(B) (3), ex 463(C) and ex 464(C)).

Tariff Changes

CHANGES HAVE been made in the Australian Tariff affecting the rates of duty payable on woodworking planes, wedged wire screens and sieves as parts for machines and wedged wires and bars for use therein, common or household pins with solid metal heads and water-waved ribbons.

Full details of these changes will be published as soon as possible, and meanwhile may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Special Advisory Authority Inquiry Result

A NOTICE was published in the *Board of Trade Journal* on May 24, 1963 (page 1212) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **thrown yarns of continuous filament,** etc.

The inquiry has now been held, and as a result of the Special Advisory Authority's recommendations, temporary additional duties of 25 per cent *ad valorem* on continuous filament yarns of polyamides or polyesters or combinations thereof, not being raw yarns, have been imposed on all rates.

These new duties do not apply to goods in transit on or before May 15, 1963.

Further Special Advisory Authority Inquiry Result

A NOTICE was published in the *Board of Trade Journal* on May 31, 1963 (page 1276) to the effect that a reference had been made to the Australian Special Advisory Authority in respect of **plastic coated fibre-glass yarns.**

This inquiry has now been held, and as a result of the Special Advisory Authority's recommendations, an additional temporary duty of 1s. per lb. has been imposed on these yarns classifiable under Tariff Item 245(B).

This new duty does not apply to goods in transit on or before May 22, 1963.

Provision has been made for By-law entry at existing rates of duty of 1lb. of imported yarn for each 2lb. of yarn purchased from, or on firm order with, an Australian manufacturer.

Further details will be published as soon as possible.

NOTE: Specific rates are quoted in Australian currency: £A125= £100 sterling.

Potential Customers for U.K. Exports

BESIDES PROVIDING the *Export Service Bulletin* which, on a subscription basis, gives United Kingdom exporters news of specific overseas needs that come to the department's notice, the Board of Trade maintains lists of importers of various products in most countries which will be supplied on request. Application should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional Office of the Board.

NEW ZEALAND

Import Licensing Schedule, 1963-4

A SUMMARY of the 1963/4 New Zealand Import Licensing Schedule was given in the *Board of Trade Journal*, April 5, 1963, page 803. The New Zealand Customs Department has now announced amendments to this Schedule. These amendments together with the original Schedule are available for inspection at Room E.54, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. (Tel.: City 5757 Ext. 469). The main changes are as follows:—

1. ITEM CODE 26.03 – SYNTHETIC AND ARTIFICIAL FIBRES.

All basic licences issued under item code 26.03 (allocation C – basic licences 50 per cent 1962 licences) synthetic and artificial fibres are to be as follows:—

'Materials imported under this licence are for the purpose of blending with wool only for the production of yarns containing not less than 45 per cent wool.'

2. ITEM CODE 69.22 WOODEN TOOLS AND HAND TOOLS ETC.

'High speed jobber drills and drill sets in the range 1/16in. to ¼in. have been removed from this Item Code (allocation 100 per cent 1962/3 licences) and have now been placed under Item Code 69.21 for which the allocation is "D" (Licences not granted unless the circumstances are most exceptional).

3. ITEM CODE 07.02 RAW COCOA BEANS ETC.

The allocation for Item Code 07.02 is amended from 100 per cent 1962/3 licences to 'A' (Category 'A' allows the issue of additional licences against actual need as demonstrated by sales or usage in manufacture by the licence holder.)

4. ITEM CODE 73.20 CYCLES AND SPARE PARTS.

The 1963/4 allocation for cycles is amended from 33⅓ per cent 1962/3 licences to 75 per cent of imports of cycles under 1962/3 licences.

The 1963/4 allocation for spare parts is increased from 33⅓ per cent 1962/3 licences to 100 per cent of imports under 1962/3 licences. In the 1963/4 period licences issued under this Item Code may be endorsed 'available for imports of bells and pumps for cycles' and the entitlement is increased to 100 per cent of 1962/3 licences same goods.

5. ITEM CODE 61.02 LEATHER, DRESSED.

Bovine cattle leather (except calf skins) has been removed from this Item Code and placed in a new one, Item Code 61.16 for which the allocation is 'C' (individual consideration of applications with a basic allocation of 75 per cent 1962/3 licences). Licences to be issued under this new Item Code 61.16 will be endorsed 'available only for leather with a minimum f.o.b. value of 4s. per foot.' Licences previously issued under Item Code 61.02 will be recalled and amended accordingly.

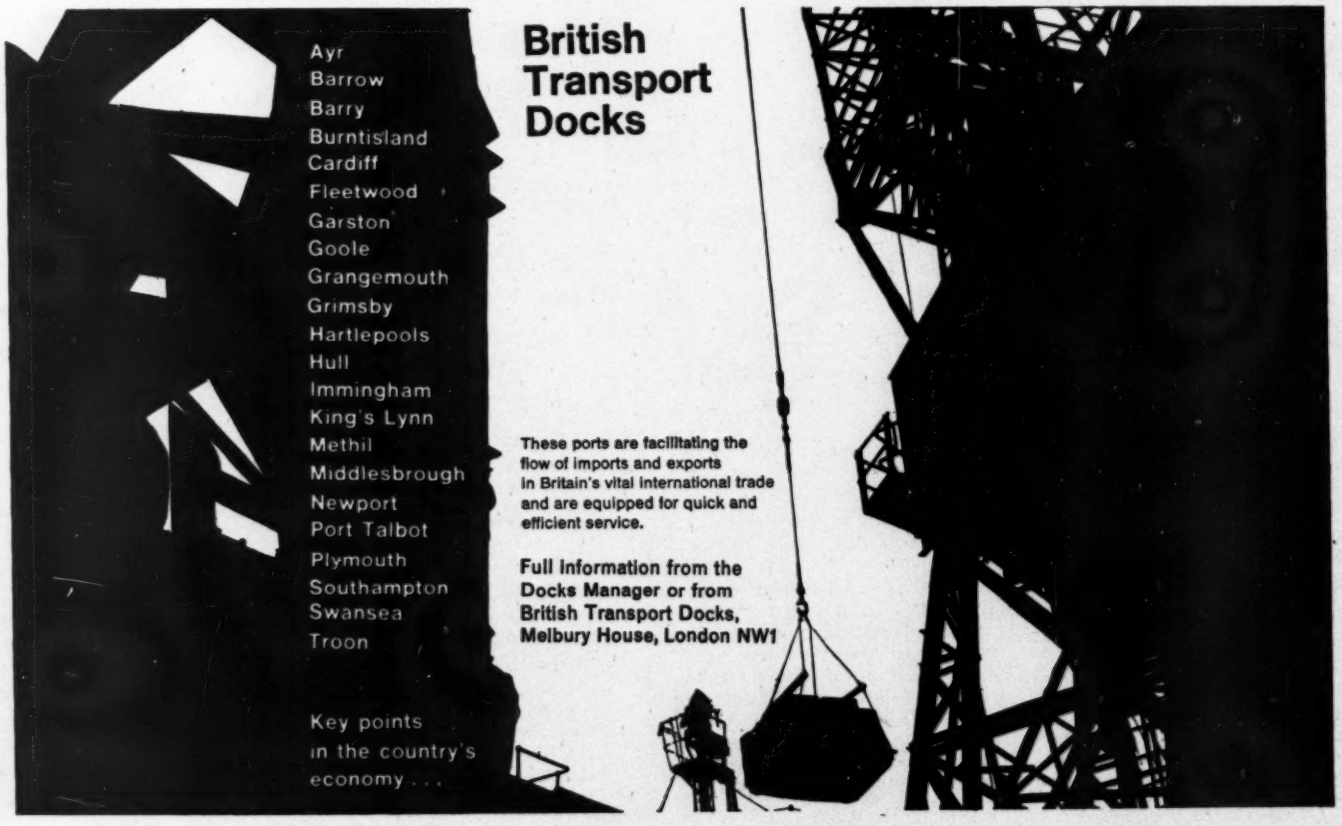
6. GROUPS – ITEM CODES G1 to G16 INCLUSIVE.

In the 1962/3 period new entrants into Industry Group Licences were not permitted. Consideration will now be given to any licence holder wishing to transfer his licence under a substantive item in the 1963/4 Schedule to Groups 1 to 16 provided such substantive item is one of the items forming Groups 1-16.

The object of these Industry Groups is to allow interested licence holders greater flexibility in the utilization of their total available licence value. If a licence entitlement for any item in one of these Groups is transferred to the Group it may be used to import any of the other items in that Group.

REPORTS FOR U.K. EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirer should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.



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PUBLIC UTILITIES BOARD, SINGAPORE. JOHORE RIVER SCHEME, SINGAPORE WATER SUPPLY CONTRACT No. 2 – SUPPLY AND ERECTION OF TREATMENT PLANT. Tenders will be invited in due course for the manufacture, supply, complete erection, setting to work and maintenance of Treatment Plant for the above Scheme. This will comprise plant for the handling and application of chemical reagents, clarification, filtration and sterilization of 30 million gallons of water per day in Stage I of the Scheme. Treatment Plant Manufacturers who wish to be invited to tender should apply in writing before noon on July 15, 1963, to: P. C. Lim, Esq., Chief Water Engineer, Public Utilities Board, City Hall, Singapore, 6, or to the Consulting Engineers for this Project at the following address, quoting Reference 281-32: Messrs. Binnie & Partners, Chartered Civil Engineers, Artillery House, Artillery Row, Westminster, London, S.W.1. Applications in English must be in duplicate and should contain the following particulars: (a) a list of Works of comparable magnitude, the Plant for which has been supplied and erected by the applicant; (b) a list of the names and addresses of Authorities to whom reference may be made regarding the performance of Plant supplied by the applicant; (c) descriptive material, including catalogues, pamphlets and literature, relating to the manufacture, design and performance of items of Plant currently manufactured by the applicant; (d) the name and address of the applicant's Local Agency, if any, in Singapore and/or the Federation of Malaya and the arrangements for After Sales Service which could be offered by the applicant.

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Trade Fairs Guide

A fourth edition of the booklet 'Trade Fairs Help Exports—Hints For the Small Exhibitor' has been produced by the Board of Trade for the guidance of small firms contemplating exhibiting overseas for the first time. The booklet explains the purposes of exhibiting and gives guidance on the choice of fairs, the organization of exhibits and on official assistance available to the British exhibitor. It also lists major specialized fairs overseas. Copies can be obtained free of charge from any Board of Trade Regional Office or from Export Publicity and Fairs Branch, Board of Trade, Horse Guards Avenue, London, S.W.1. (Reference: G.D. 1361/62.)

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The views expressed in contributions to the Journal emanating from other than official sources are not essentially those of H.M. Government.

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Orders and remittances for reprints should be addressed to the Director of Publications (P.2), H.M. Stationery Office, Atlantic House, Holborn Viaduct, London, E.C.1. Cheques should be made payable to H.M. Paymaster-General.

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CUSTOMS NOTICES OF INTEREST TO EXPORTERS

THE FOLLOWING Public Notices issued by H.M. Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory, and to whom all inquiries should be addressed, or from the Secretary, H.M. Customs and Excise, King's Beam House, Mark Lane, London E.C.3.

GENERAL

Notice No.	
106	Temporary exportations of samples by British commercial travellers.
113	Scale of charges for the special attendance of an Officer of Customs and Excise given at the request of a merchant or trader.
118	Samples required for the purpose of promoting exports from the United Kingdom; admission without payment of Customs Duty and/or Purchase Tax.
206	Relief from Customs Duty and Purchase Tax for goods temporarily imported for process or repair and subsequent re-exportation.
207	Re-imported goods; relief from Customs Duty and Purchase Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
427	Declaration of value on Customs export documents.
77E	Purchase Tax – Exports.
49	Temporary importations: International Co-operation.
215	Relief from Customs Duty and Purchase Tax on importation of goods intended for export which are not otherwise eligible for relief.
S.N.6	Notice to Passengers (Exchange Control and Export Licensing). *Notices to Exporters – Exchange Control (issued by H.M. Treasury).

DRAWBACK

218	Drawback on certain imported goods exported without change of state.
219	Drawback on certain exported goods manufactured from imported materials on which duty has been paid.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Authorization of signatories to drawback claims.
†7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer as an alternative to examination on the quay.
†276	Drawback on roasted coffee, roasted chicory or mixtures of roasted coffee and roasted chicory.
172	Drawback on hydrocarbon oils.
171	Drawback on hydrocarbon oil used in the United Kingdom in the manufacture of goods not containing hydrocarbon oil.
†56	Drawback on British manufactured saccharin and saccharin goods.
220	Drawback on silk and man-made fibres.
†48	Drawback on sugar, and on composite articles containing sugar, cocoa, etc.
†130 & †130A	Sugar Act, 1956. Surcharge repayment on sugar and molasses. (These Notices should be read in conjunction with Notice No. 48.)
†131	Sugar Act, 1956. Composite goods containing sugar or molasses. Procedure following a change in rate of surcharge, etc., under the Act.
†212	Drawback on blended tea.

* Also obtainable from any Bank.
† The Finance Act, 1962, provides for the making of a Treasury Order affecting drawback of the duty on goods described in this Notice. Exporters concerned with these goods are accordingly advised to consult their local Officer of Customs and Excise as necessary.

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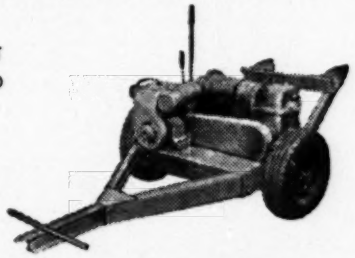

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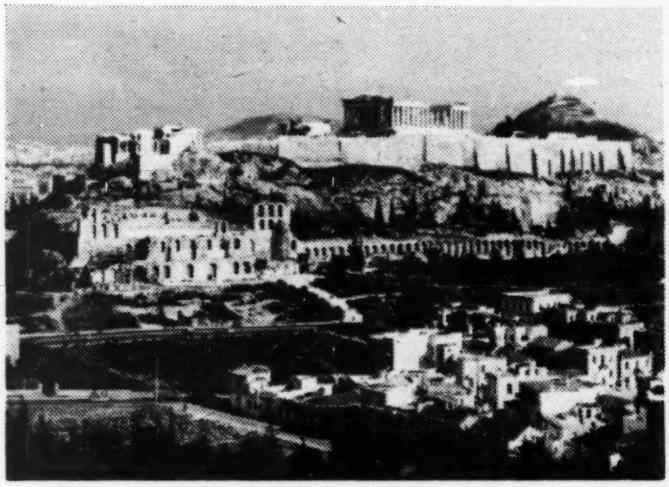
ORGANISATION FOR ECONOMIC CO-OPERATION AND DEVELOPMENT

THE CITY OF STEEL SELLS TO GREECE

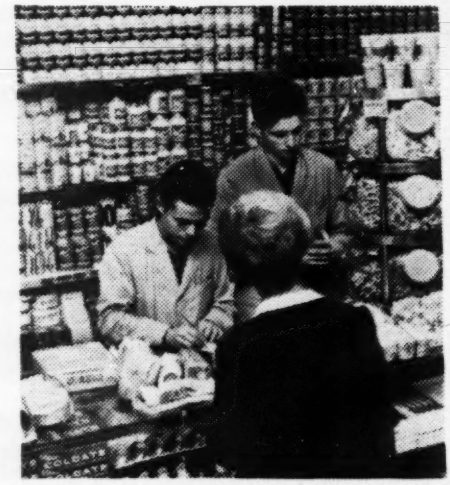


Ancient Greece cradled and nurtured modern civilization. The Parthenon, the great Periclean temple to the goddess Athena, built in the 5th century B.C., stands high on the Acropolis, dominating Athens. After centuries of Turkish rule Greece was liberated in 1833 and since then has been a sovereign state.

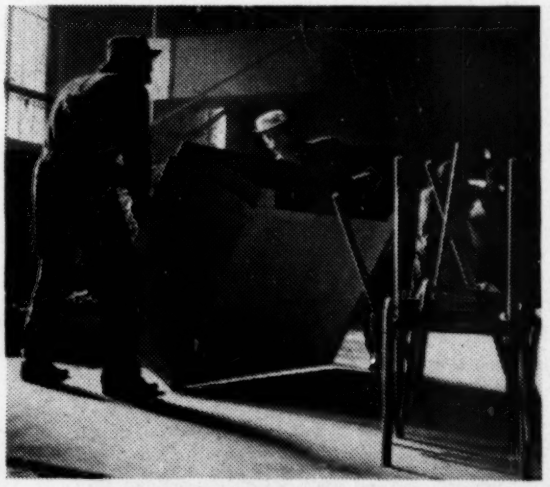
Today's population is 8,347,000. In November, 1962, Greece became an Associate Member of the Common Market. All sections of the economy are very active: every important economic index has risen on the previous year and foreign investments are increasing. Tourism is a major factor in this recovery. Between 1958 and 1961 revenue rose 72%. The Greek government is encouraging new hotels and building better roads. By 1966 it is hoped annual income from tourism will have reached £50 million—twice the present level.

The Steel Company of Wales is active in this expanding market. In 1962 the total of *world* exports from 'The City of Steel,' the vast steelworks at Port Talbot on the South Wales coast, was over £35 million. This included 45% of Britain's sheet steel and 75% of her tinplate exports. These figures were achieved in the face of heavy competition.

High over modern Athens stands the Parthenon, begun in 447 B.C.



SHOPPING GREEK This store is Vassilopoulos Bros. in Stadium Street, Athens. Around the walls is a great variety of food products, many of which are packed in cans made from Steel Company of Wales' tinplate. In this shop as in many others in modern Greece, the locally built Kelvinator refrigerators and cool cabinets incorporate Steel Company of Wales' sheet steel.



BIRTH OF A FILING CABINET At the busy, expanding factory of Tsaossoglou a new piece of office furniture nears completion. The Steel Company of Wales exports sheet steel to Greece for use in furniture made by this and other companies.

HAVE A FIX In the traditional way a waiter carries Fix Beer along a busy Athens street to three thirsty customers in a nearby office. The crown corks are made by Aristos G. Coropoulis, a company responsible for approximately 80% of all crown corks used in Greece, and a notable user of tinplate from 'The City of Steel.'

OIL IN CANS Mobiloil is one of the leading brands of motor oils in Greece packed in cans made by Elsa, Piraeus, the largest can manufacturer in the country. Elsa is a user of tinplate from The Steel Company of Wales.

Steel for the World from Wales

THE STEEL COMPANY OF WALES LIMITED